

**COMPUTER DISTRIBUTION AND
U K SERVICE BUREAUX**

INPUT EUROPE

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ALTERNATIVE DISTRIBUTION CHANNELS
FOR SMALL COMPUTER PRODUCTS
IN THE UNITED KINGDOM

COMPUTER SERVICE BUREAUX
AS
DISTRIBUTORS

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APPENDICES

- APPENDIX I - INPUT's Proposal to IBM (UK) Ltd.
- APPENDIX II - Blank copy of Questionnaire used in
 this Survey.

1. INTRODUCTION



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1. INTRODUCTION

- This report has been developed as an adjunct to the ALTERNATIVE DISTRIBUTION CHANNELS report prepared by INPUT (Europe) B.V. under instructions from IBM (U.K.) Ltd. The report referred to above covered the distribution channels available to vendors of office and computer products and examined office equipment dealers, specialist micro computer dealers and mini/small business systems equipment dealers.
- It was noticed, whilst in the final phases of the original report, that the influence of the powerful U.K. Computer service bureaux and software houses had not been adequately reflected. A separate proposal was therefore prepared for IBM (U.K.) Ltd. A copy of this proposal now appears as Appendix 1.

A. THE TASK

- The study determines the level at which COMPUTER SERVICE organisations are involved in distributing small and very small business systems and targets three types of service organisations.
 - Those already committed to distribution of a product.
 - Those about to make a decision in favour.
 - Those who are unable or unwilling to make the commitment.

In each case the supporting rationales are provided to enable IBM to exercise its own judgement.

B. THE OUTPUT OF THE STUDY

- The output is in two parts:
 - Part 1 is an analysis of the survey and directory.
 - Part 2 is a directory of Computer service bureaux.
- A presentation is included.

C. QUESTIONNAIRE AND METHODOLOGY

- The research has been conducted at two levels:
 - General level, within which some 108 targets have been checked against INPUT's own directory material to update their business profiles.
 - Specific level, within which a detailed questionnaire has been processed. This determines behaviour patterns; preferences in hardware; trends to turnkey operations; specialist application areas covered; catchment areas; reasons for being involved and general views on the development of the SBS/VSBS market. The specific level questionnaire, which now appears as Appendix 2, was employed to generate 50 responses. These were selected on a random basis from the alphabetical list and weighted only by geographical dispersal.

D. UNIVERSE IS SELF EXPLANATORY

- The Universe of potential outlets is assessed at 650 enterprises. A total of 950 establishments exists. The Universe is self defining by virtue of the clear designation of the service offered and no complex refining is necessary to arrive at a reasonably accurate sigma.

E. DIRECTORY OF COMPUTER SERVICE HOUSES IN U.K.

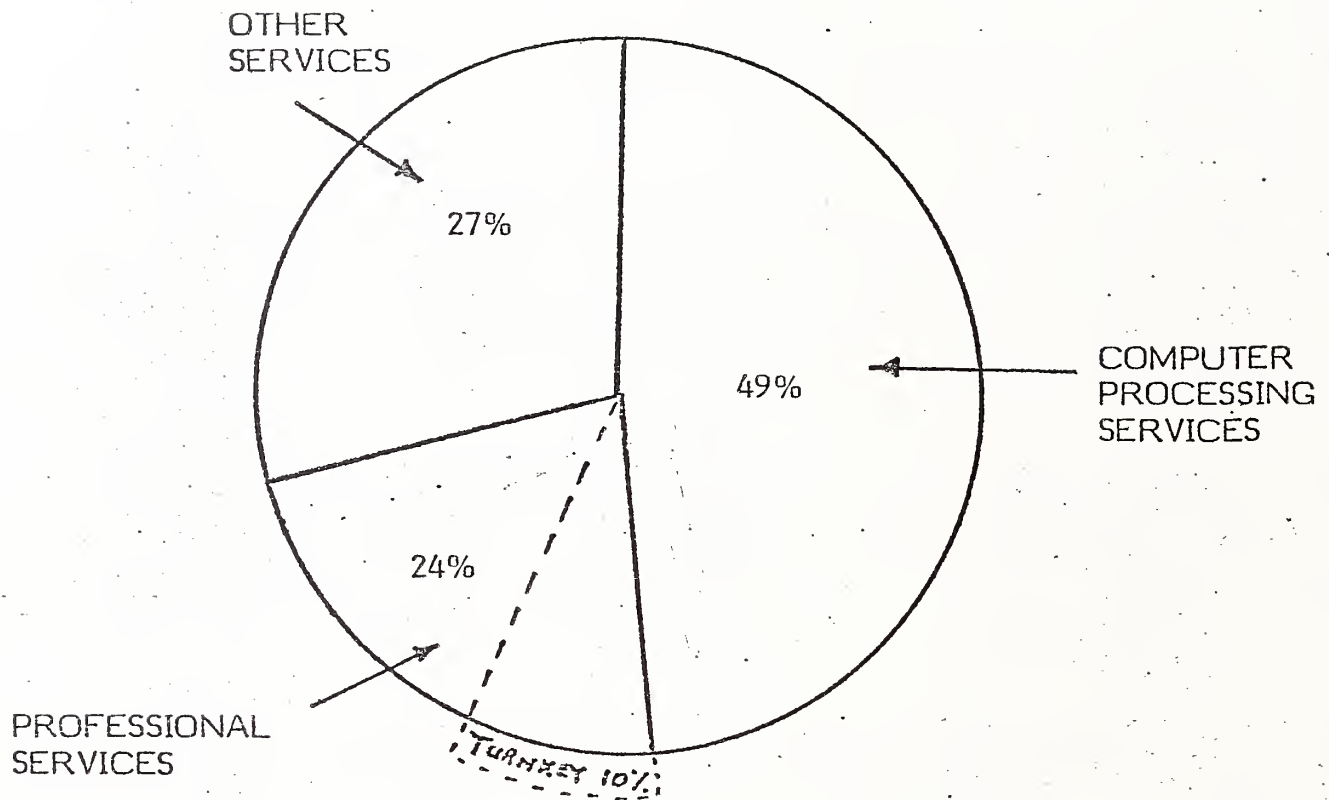
- As with the initial study prepared for IBM, a major output consists of a directory. This is sorted by :
 - alphabetic listing of name and address,
 - applications offered by company name,
 - type of service by company name,
 - geographic markets,
 - industry specialisation.
- The directory assists in isolating those organisations with the qualities identified as important if an organisation is to flourish as a distributor of equipment.

2. EXECUTIVE SUMMARY

2. EXECUTIVE SUMMARY

- The UK Computer Service Industry had revenues of £250 million (\$500 million) in 1978. 650 organisations generated this value but 10 Companies accounted for 48.5%
- Exhibit 2 (i) identifies the major categories of revenue sources within the computer services industry.
- Computer Processing Services and Turnkey operations accounted for 59% of the total market value. It is within this \$300.00 million market that significant business prospects for the installation of user based SBS/VSBS products will be found.
- Turnkey operations were worth £29.0 million (\$58.00 million) in 1978 and will grow at 27.5% annually reaching £100 million, (\$200.00 million) by 1984 based on constant values. 23% of the sub sample had entered the turnkey market in the last 12 months.
- 62% of organisations are already selling some level of small computer product, either as a terminal or stand alone system. The trend is growing and a further 4% of organisations will have entered the market by the end of 1979.
- Exhibit 2 (ii) shows that:
 - half the organisations offer small computer products as terminals to link users with the service house mainframe;
 - most organisations operate on Turnkey projects;
 - majority of applications are in the financial arena;
 - majority of equipment is valued at over \$50K per unit installed;
 - the majority of activity has been generated in the last 18 months with nearly 75% of Computer Service distribution departures commencing in that period.

THE UK COMPUTER SERVICES MARKET 1978



£250.00 MILLION

EXHIBIT 2 (i)

THOSE ORGANISATIONS ALREADY SELLING A
SMALL COMPUTER PRODUCT

AS LINK TO OWN SYSTEM	TURNKEY	BUSINESS APPLICS.				HARDWARE PRICES	DATE STARTED SELLING
		*	*	*	OTHER		
50%	66%	75%	48%	21%	8%	A - 68% B - 12% C - 8% D - 8%	1970-72 1973-74 1975-76 1977-78 1979-
							4% 1% 18% 48% 27%

* FIN - FINANCIAL
ORD - ORDER ENTRY
PAY - PAY ROLL

A = Above \$50K
B = \$25K - 50K
C = \$10K - 25K
D = below \$10K

- A total of 3210 units up to \$200K unit value were installed by Computer Service Vendors in 1978. The value represented by this figure was \$138.4 million which, in turn, was just under 8% of the total market value (see Exhibit 2 (iii)).
- Computer Service Bureaux are offering small computer products because:
 - Clients have driven them to take the step (24% of replies).
 - They have had the foresight to take the step independently (19% of replies).
 - They have been convinced to act as a distributor by a manufacturer (8% of replies).
- These organisations not offering equipment claimed that:
 - The equipment was inflexible (7% replies).
 - Software was too expensive (5% of replies).
 - There was a lack of service engineers (5% of replies).
- 50% of CS Vendors say that a steady growth of SBS market is expected and a further 27½% say that it is growing rapidly. This is further evidence of the willingness to enter the market as a distributor.
- 40% of CS Vendors say that the micro products market is growing steadily and a further 24% say that it is growing rapidly.
- The clear overlap of SBC and micro products is encouraging CS vendors to examine these products jointly. No CS vendors could be found who were distributing Micro products.

UK MARKET FOR SMALL
COMPUTER PRODUCTS

TOTAL C/S VENDORS	QTY SELLING H/W	1978 UNITS INSTALLED BY VALUE CLASS				ALL TOTAL
		A	B	C	D	
650	403	2227	368	247	368	3210
HARDWARE VALUES (\$ MILLIONS)		\$122.00	\$11.00	\$3.03	\$2.36	\$138.4

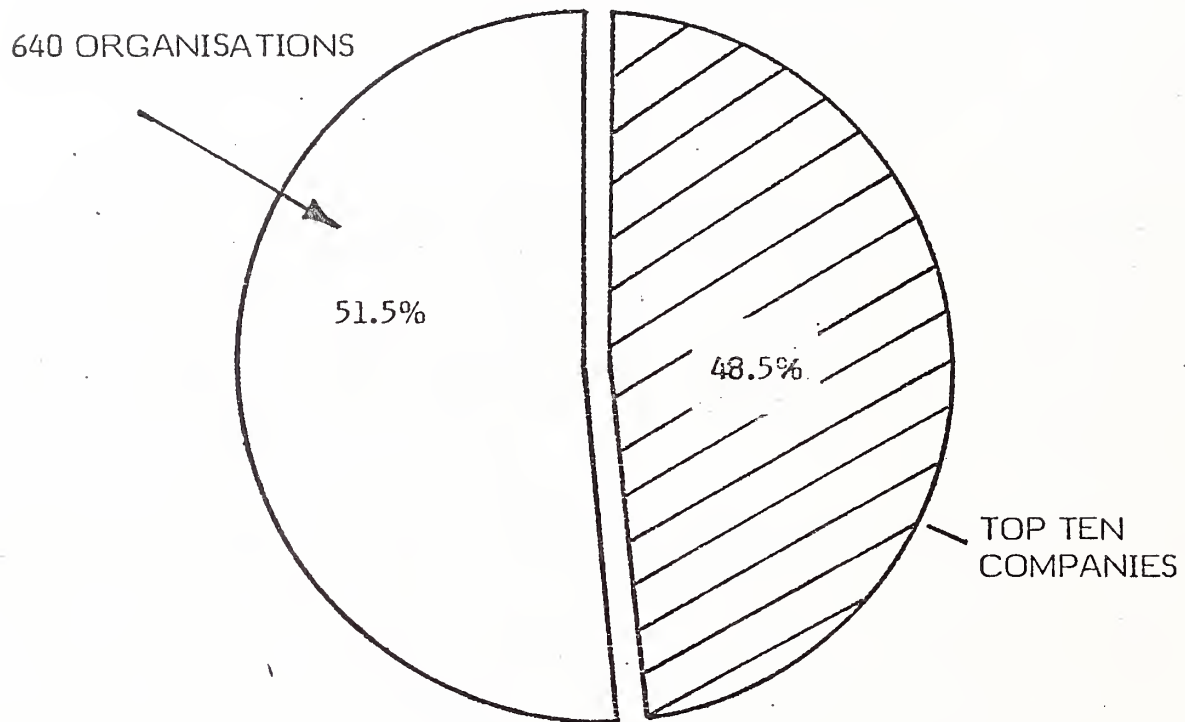
3. AN OVERVIEW OF THE UK COMPUTER SERVICES MARKET

3. AN OVERVIEW OF THE UK COMPUTER SERVICES MARKET

A. ECONOMIC POSITION BELIES TRUE INDUSTRY GROWTH

- Although the troubled economic environment of the U.K. has had a marked affect on the development of primary activities, the Computer Services (CS) industry has maintained a strong growth pattern over the last five years and is likely to continue this trend for the foreseeable future.
- In 1978, the UK demonstrated the third largest CS revenues in Western Europe at £250.00 Million. Exhibit 3 (i) illustrates that the top ten vendors of Computer services (approx 2% of vendors) accounted for nearly half of this revenue. It will be deduced that the average revenue of the remainder of the service companies is very low.
- Significantly, all the top ten vendors (Exhibit 3 (ii)) are engaged in either Turnkey operations or Remote Computing Services (RCS) and therefore present the necessary skills to involve themselves in marketing of equipment. It is doubtful, however, whether any of these organisations would act as a distributor for any but the equipment of a principal shareholder e.g. Honeywell I.S. relationship with Honeywell; Dataskill/ICL; BARIC/ICL.
- As these top organisations are so well entrenched in the market at the expense of the 640 other, far smaller organisations, their main drive is towards acquisition. Acquisitions are a feature of this evolving and dynamic part of the information processing industry. It is left, therefore, to the smaller vendors to explore the practicalities of acting as distributors for hardware as a potential diversification.
- As shown in Exhibit 3 (iii) Computer Processing Services and Turnkey operations account for 59% of the total market value. It is within this £148.00 million market that significant business prospects for the installation of user based SBS/VSBS products will be found.

THE TOP 10 COMPUTER
SERVICE COMPANIES TAKE NEARLY
HALF OF THE UK REVENUE



£250.00 MILLION
1978

EXHIBIT 3 (i)

THE TOP TEN COMPUTER SERVICES VENDORS
UNITED KINGDOM 1978

ESTIMATED TOTAL C.S. REVENUE

IBM	£ 36.0 MILLION
DATASKIL	16.0
SCICON	14.0
UCSL.	11.0
HONEYWELL M.I.S.	9.0
CMG	8.5
BARIC	8.4
CAP	6.9
HOSKYNS	6.5
CENTREFILE	5.0
	<u>£ 121.3 MILLION</u>

EXHIBIT 3 (ii)

B. HIGH UK RATIO OF COMPUTERS/TERMINALS

- Driven in the main by the reasonable cost of teleprocessing, the U.K. has consistently demonstrated a high ratio between the number of general purpose computers installed and connected terminals. This growth continues to impact Computer Service revenues to the extent that RCS, which depends on the customer installation of a terminal, presents one of the current growing areas within the Computer Processing Services segment.
- In 1978 the market value of RCS was approximately £60.0 millions.

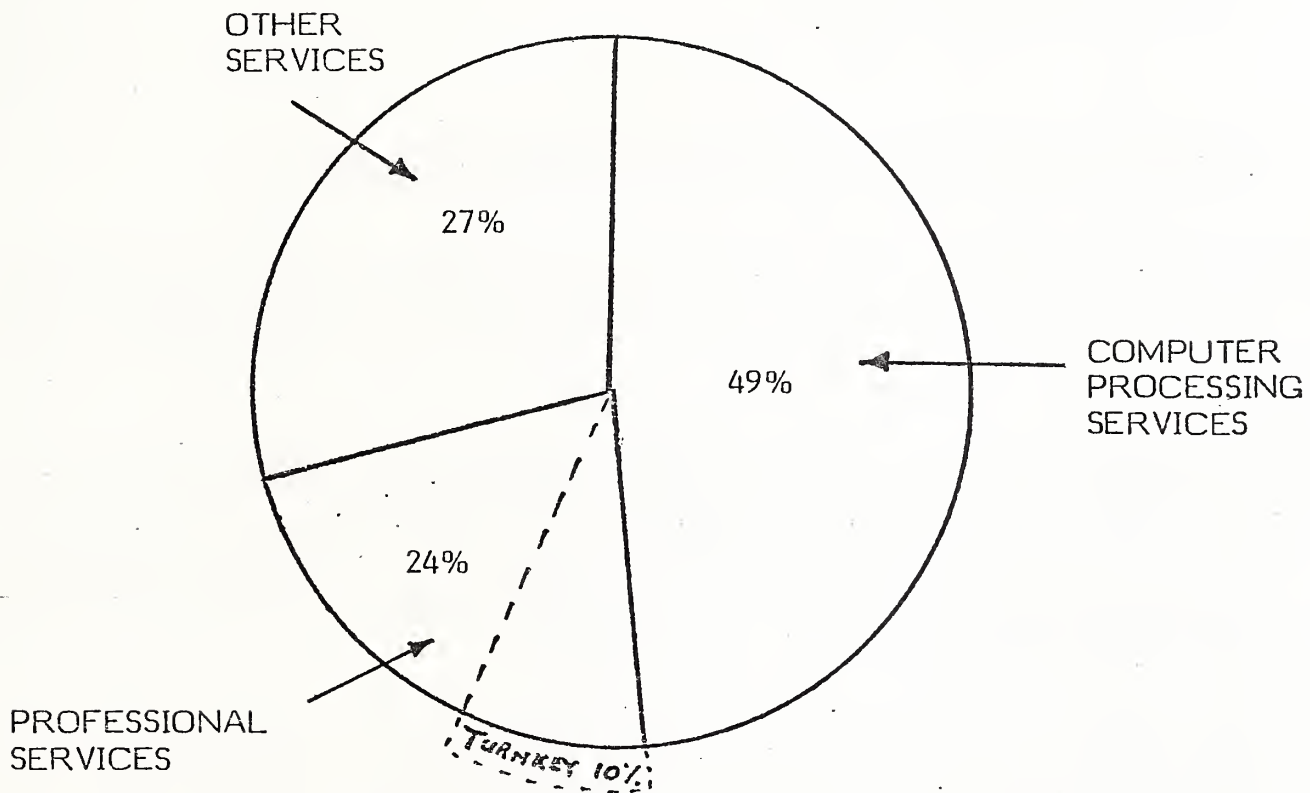
C. TURNKEY OPERATIONS - A MAJOR GROWTH AREA

- Worth approximately £29.0 million in 1978, the Turnkey market is expected to grow significantly in the next five years. Projected industry growth rates average 27.5% per annum which, at constant values will create a £100 million market by 1984.
- The survey found that some 23% of qualified targets had entered the Turnkey market in the last 12 months.
- Given this significant growth rate, the importance of the professional services segment will be a major issue and it is expected that organisations like Scicon and Logica, already front runners, will be joined by many others.

D. HARDWARE DIVERSIFICATION IS A LOGICAL STEP

- Because of the wide coverage of services offered by the C.S. industry in the U.K. there is little room left for originality unless it be in the field of software innovation. But the vast majority of bureaux, have neither the capital nor expertise to develop and successfully market new packages. At the same time standard packages are advancing in capability to further erode the innovative slot formerly dominated by software houses.

THE UK COMPUTER SERVICES MARKET 1978



£250.00 MILLION

EXHIBIT 3 (iii)

- System implementation which promotes a standard hardware product together with the offer of system support over and above that which a manufacturer would be willing to give to a user in bundled form, or which a non specialist dealer could understand, presents a lucrative challenge to bureaux. The snag is to understand at what point system implementation crosses the border into turnkey and thus erodes profit.

E. FUTURE STRATEGIES OF COMPUTER SERVICE VENDORS

- The next ten years will be critical for the Computer service industry in as much that marked polarity will exist between the giant vendors (see top ten) and the host of marginal vendors.
- Strategies for major vendors will turn on absorbing more business via acquisition and the creation of more easily applicable software directed at the micro market. International expansion and down market moves will also be features of major vendor direction.
- The smaller vendors will need to move closer to their user base via SBS installation and implementation in a manner which "locks in" the user to the vendor's own major system. An example of this is the encouragement of users towards the installation of SBS equipment for day to day routines but which is linked into the vendors own system for the purpose of carrying on major processing tasks. Such facility would not be available from the majority of hardware vendors.
- To achieve this objective the vendor will need to develop a far greater understanding of the user business and of micro computer applications.
- CS vendors will continue to be attractive to hardware manufacturers seeking to reduce sales costs whilst, at the same time, they try to boost their levels of service to users.

4. ANALYSIS OF COMPUTER SERVICE ORGANISATIONS

4. ANALYSIS OF COMPUTER SERVICE ORGANISATIONS

A. THE CURRENT POSITION

- The analysis which is based on the specific level sample, has been prepared to enable the client to quickly understand the current status of CS organisations with regard to those organisations' positions as sales outlets for mini computers, small business systems and small computer products generally.
- Exhibit 4 (i) shows the current position demonstrating that 62% of organisations are already selling a small computer product. There can be little doubt that this trend is accelerating and an additional 4% of organisations will be offering a system within one year.
- It is clear therefore that a large majority of organisations are, or soon will be, in the small hardware business.

B. THOSE CURRENTLY SELLING

- Exhibit 4 (ii) takes the 62% of organisations currently selling and examines their business profiles in more depth. It will be noted that:
 - Half of the organisations are prompted to engage in distribution of products from the point of view that these can be used as communication links to the service's general purpose equipment. Initially mini computers installed in customer premises are not being used on customer applications in-house, but the communications capacity of the equipment renders it suitable for use as a terminal until such time as the user is ready to operate under "in-house" routines.

COMPUTER SERVICE ORGANISATIONS AS
SMALL COMPUTER PRODUCT DISTRIBUTORS

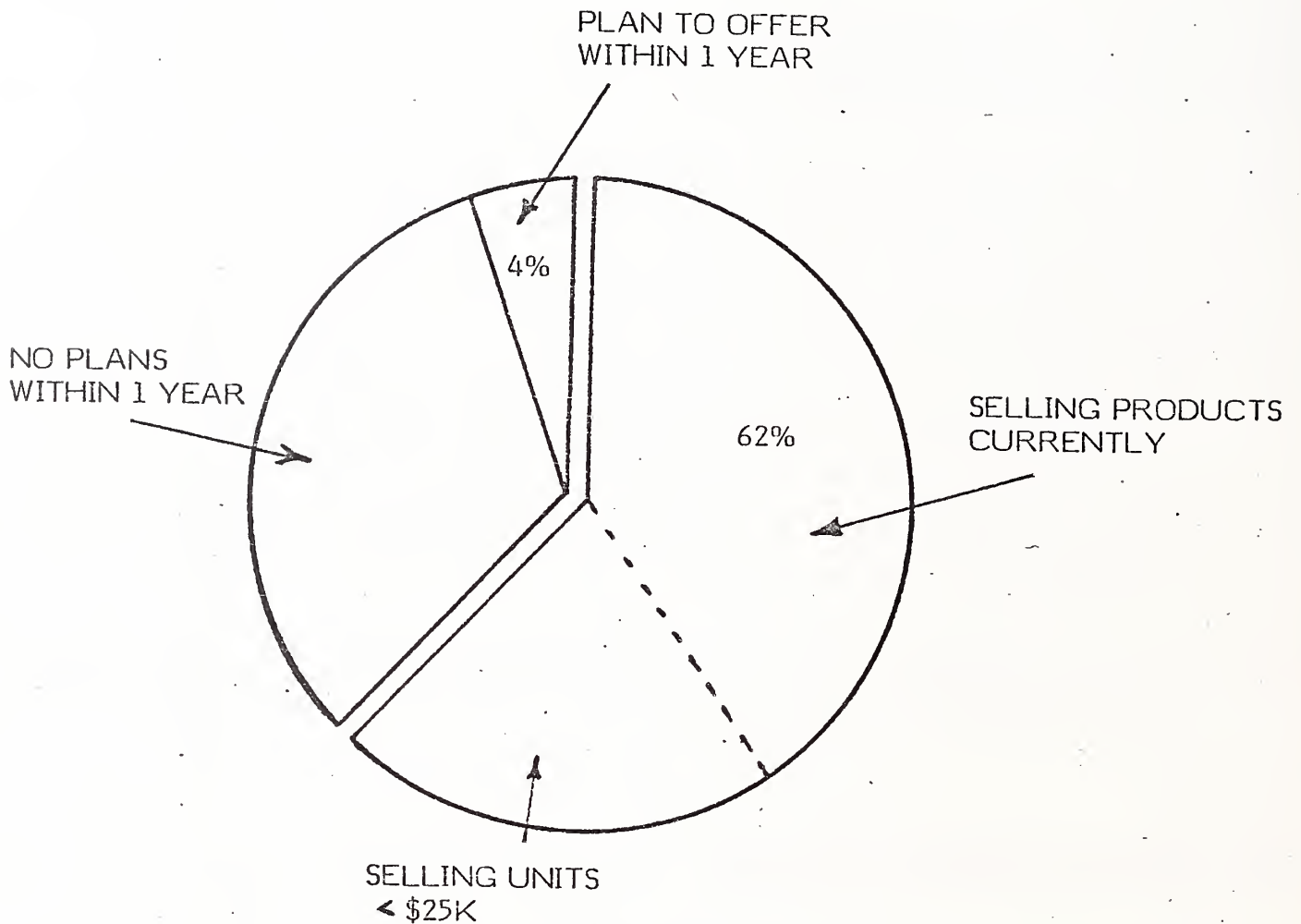


EXHIBIT 4 (i)

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EXHIBIT 4 (ii)

- The majority of existing organisations are installing equipment on a full turnkey basis. It is not clear to what extent profitability is impacted by this but the practice of bundling custom software and hardware cost is very common and tends to imply a high return for the service house. The high percentage of organisations involved in turnkey is a reflection of the profitability involved.
- Applications are dominated by financial areas with sales processing applications running second. It is clear that a large volume of business still exists in the general commercial areas without moving into "unproven" territory like security control, production etc.
- By far the greatest volume of equipment business has been generated in the price category above \$50K. Much of this has been directed at medium sized organisations and small enterprises have not yet been exploited by CS vendors to any great extent. It can be seen that only a very small portion of systems installed have been at the lower price ranges. This, however, is a reflection of "the devil you know" theory whereby established CS vendors have been slower to take on new products requiring the development of new support structures and routines.

However, it was reflected throughout the survey that the micro overlapped the mini in so many areas that increasing attention would be directed at these product areas by CS vendors in the future.

- The majority of activity has been generated in the last 18 months with nearly 75% of CS distribution departures commencing during this period. New CS entrants to the hardware distribution business can be expected to move closer to lower cost products especially micro computers.

UK MARKET FOR SMALL

COMPUTER PRODUCTS

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HARDWARE VALUES (\$ MILLIONS)		\$122.00	\$11.00	\$3.03	\$2.36	\$138.4

EXHIBIT 4 (iii)

C. EXTRAPOLATION OF SAMPLE RESULTS TO CS VENDOR UNIVERSE

- From the sample, the total number of units placed by 31 vendors (62% of sample) participating in distribution during 1978 and 1979 was 261. This quantity has been divided as in the table below - using the data provided in exhibit 4 (ii).

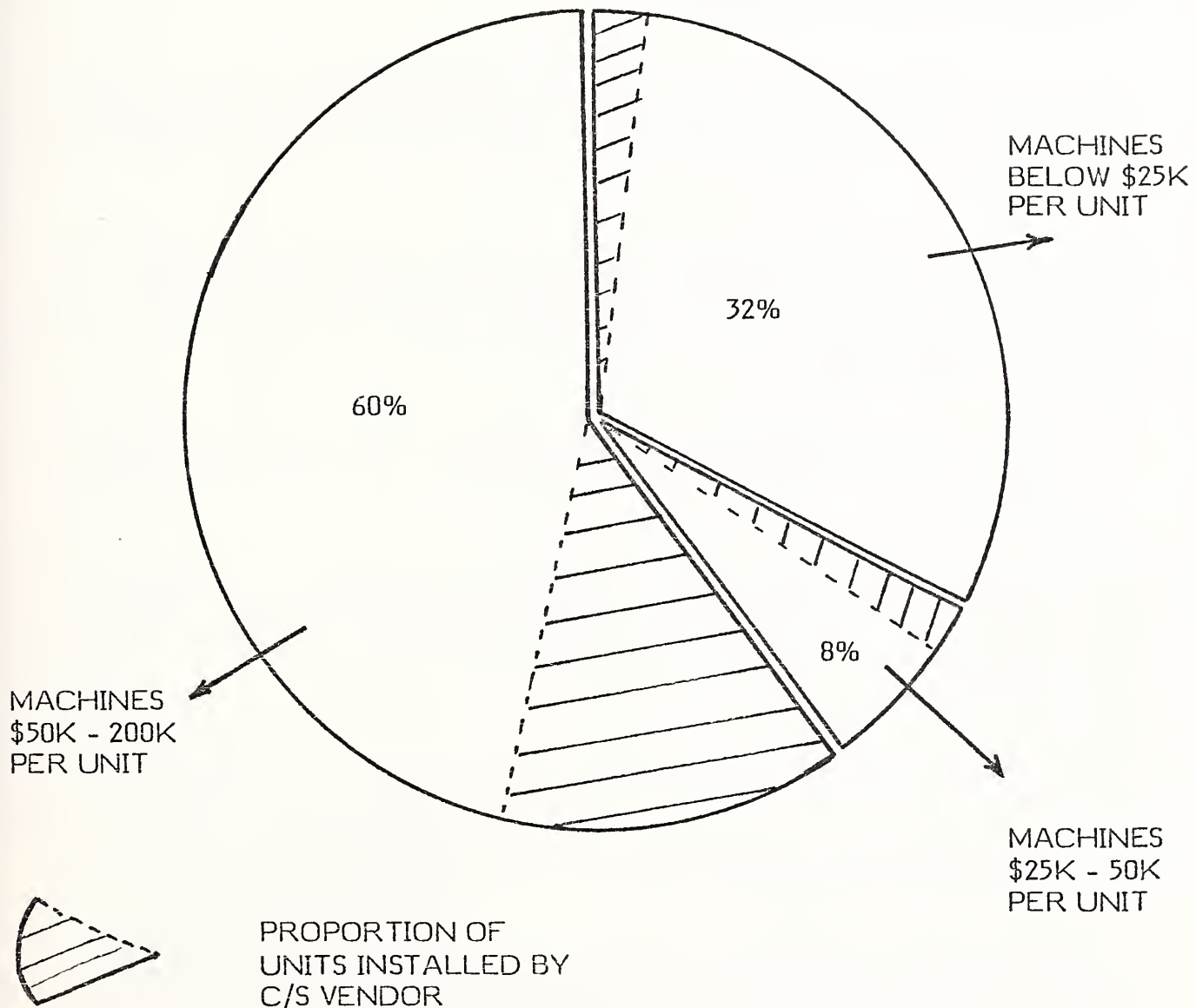
H/W VALUE	\$50K \$200 (A)	\$25 - 50K (B)	\$10 - 25K (C)	\$10K (D)	TOTAL
INSTALLED UNITS	178	31	21	31	261

- If these results are weighted, to produce only the 1978 figure, by reducing the above values by the proportionate percentage value of organisations joining the CS distributor ranks only in 1979, we find that 23 organisations shared the installation of 191 machines as follows:

H/W VALUE	\$50K - 200K (A)	\$25 - 50K (B)	\$10 - 25K (C)	\$10K (D)	TOTAL
INSTALLED UNITS	130	23	15	23	191
INST PER C/S	8.13	7.67	7.50	7.66	8.30

- These figures illustrate that the likely contribution of the 650 CS vendors to the UK market for small systems in 1978 was as shown in Exhibit 4 (iii).
- Exhibit 4 (iv) shows the total market, by value of equipment installed in the categories A - D, for 1978. From this it will be noted that the majority of CS vendor shipments occur in the large machine category as confirmed previously.

SHIPMENTS OF SMALL COMPUTER
PRODUCTS IN UK 1978



\$1.06 BILLION

EXHIBIT 4 (iv)

- The total values of the shaded areas in Exhibit 4 (iv) amount to \$138.40. This represents 28% of the total market value of computer services in the UK in 1978. More importantly, the figure represents 38% of the computer processing and professional services revenue (see Exhibit 3 (iii)).

D. CRITERIA FOR OFFERING S.B.S.

- Exhibit 4 (v) is based on the 31 bureaux and software houses currently offering the equipment, and the percentages given relate to the total sub-sample of 50 organisations.
- Client demand for the equipment (24%) is to be interpreted literally, i.e. customers have requested this service, and the reasons they have given are broken down as follows:
 - For use as stand alone units in Distributed Data Processing Environments.
 - The same situation, but where a facility is also required for linking in to either an in-house or bureau large mainframe for more complex applications;
 - User desire for all records to be retained in-house;
 - Small companies using computers for the first time.
- An actual decline in bureau work in favour of minis was also given as a reason, although this was not the general opinion held by the interviewees.
- Foresight on behalf of the bureau/software house includes a few companies already in that field for 5 or 6 years, and one or two that were set up recently for the specific purpose of supplying turnkey as a main service. Also included in this category are organisations which felt the market was instantly available to them regardless of whether they had been approached by their clients.

Percentages of
Sample Total

RANKING OF REASONS FOR OFFERING MINI/MICRO EQUIPMENT

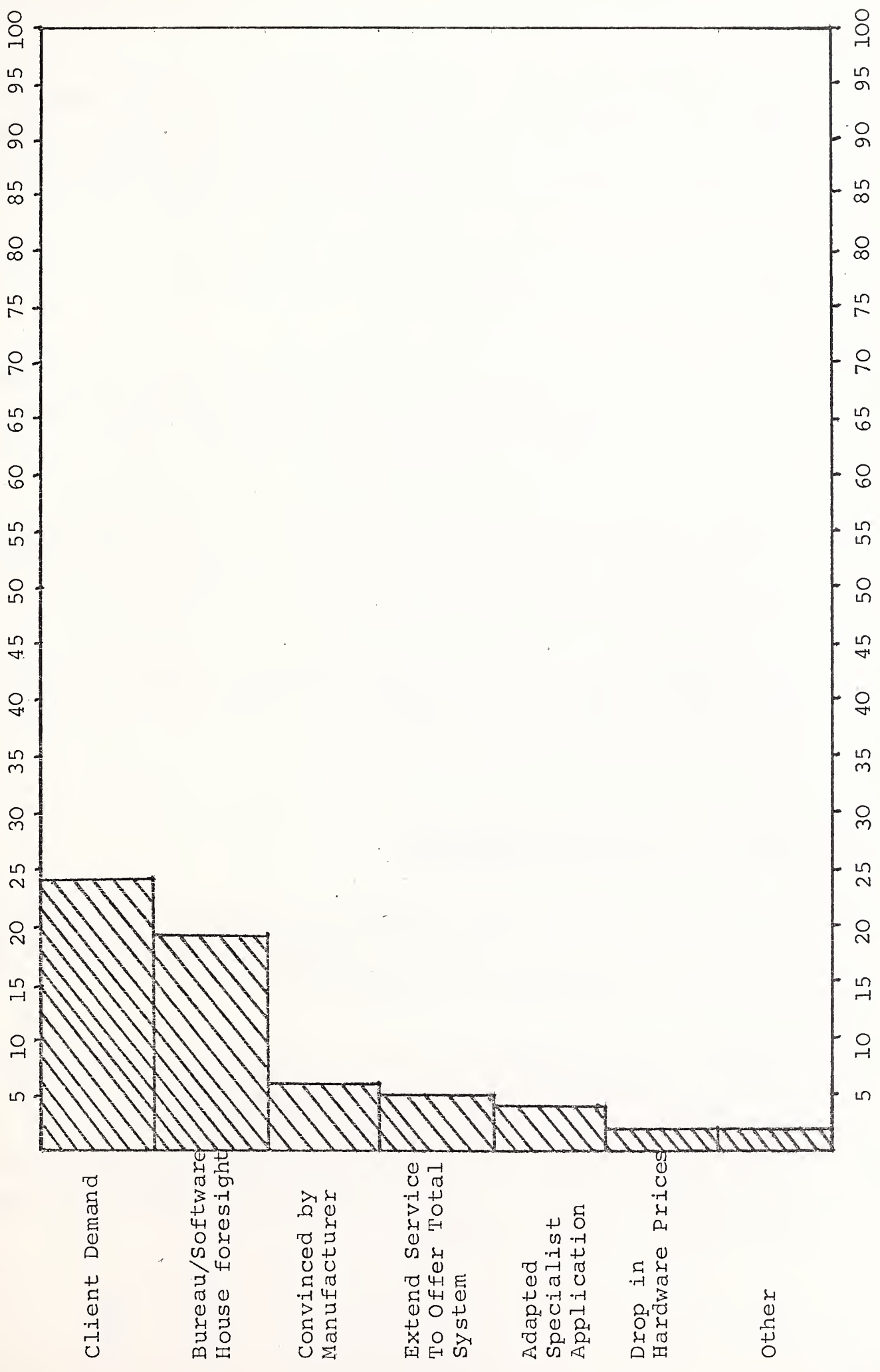


EXHIBIT 4 (v)

- Another significant point is that SBS manufacturers are now approaching bureaux and software houses already using their equipment for computer services or development work, and offering them special terms and mutually beneficial arrangements as an encouragement to enter turnkey market.
- Certain firms wished to extend and update an already wide range of services and products to cover a complete service.
- A smaller number of companies in the sub-sample had adapted a specialised application for minis, although occasionally, future plans included expansion into other areas based on the success of the first venture.
- A drop in the cost of mini hardware was, in a relatively small number of cases, given as a sole reason, although this was mentioned in general as having played a part in convincing most of the companies offering the service.
- Other reasons were to enable a company to develop its software systems, and in the case of supplying mini computers as intelligent terminals, purely to reduce delivery time of batch material.

E. CRITERIA FOR NOT OFFERING S.B.S.

- Exhibit 4 (vi) is based on the 19 companies not offering this facility, and in particular, those who are not currently considering it. The percentages given refer to the total sub-sample of 50 organisations.
- Predictably, the main reason given was the insufficient flexibility of minis, when compared with the capability of a large mainframe, (6%).
- The high cost of personnel to write software is another prime reason, agreed even by those offering the service. 4% of companies gave this as their reason for not offering a turnkey service.

RANKING OF REASONS FOR NOT OFFERING MINI/MICRO EQUIPMENT

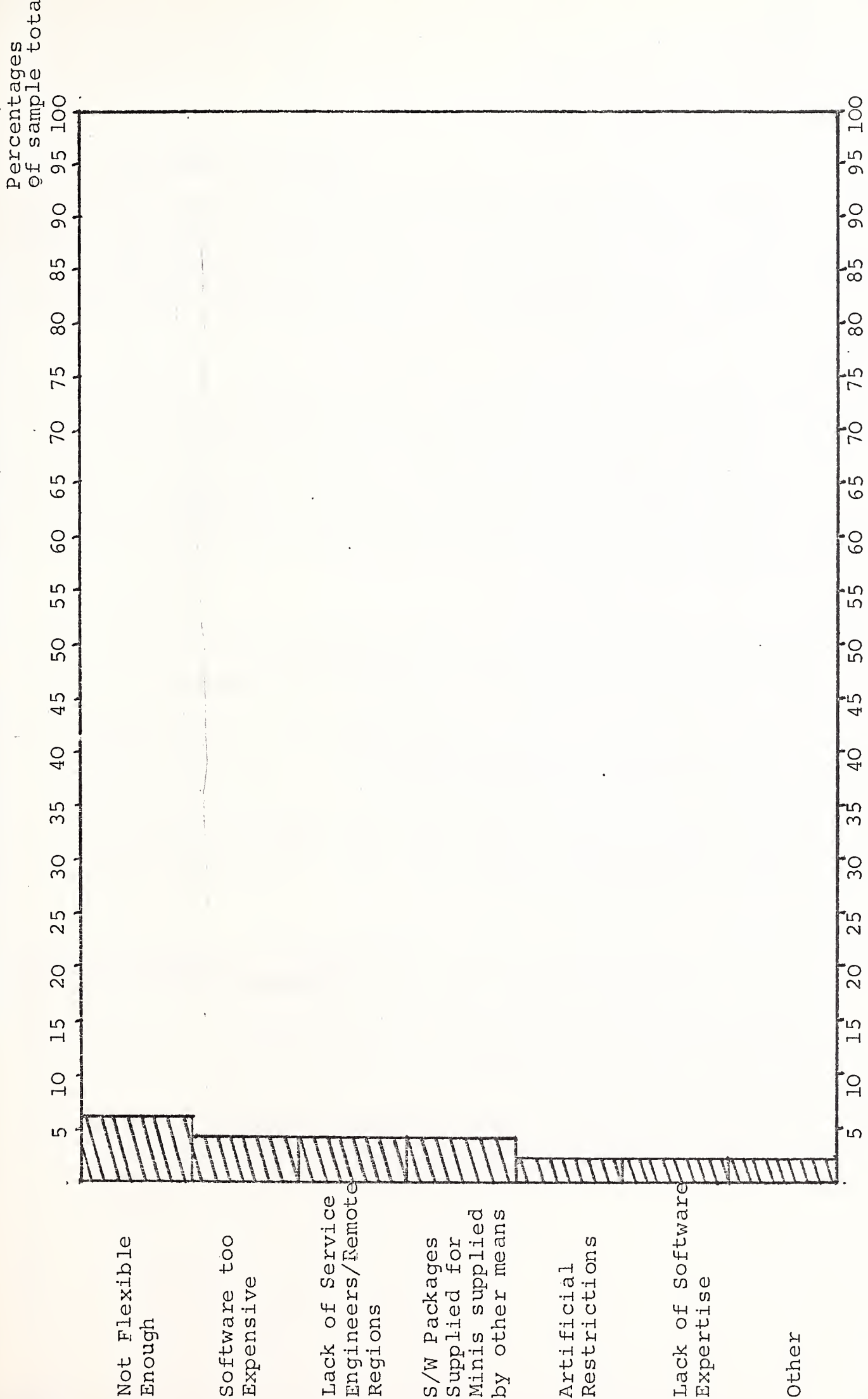


EXHIBIT 4 (vi)

- Companies located in fairly remote regions (e.g. Cumbria), although willing to offer the service - were hampered by the fact that (i) clients were usually small firms unused to computers generally, and (ii) it would be impractical to maintain and service any machines scantily arranged over a wide geographic area.
- Some software houses were already writing software for minis installed by other means. One company claimed this to be its "niche in the market". Furthermore, companies in this category felt that mainframe clients for whom they were already writing software, would automatically request their assistance when buying small business systems, instead of going elsewhere for a complete turnkey system.
- Artificial restriction refers to service companies that are part of a larger organisation, where this service is covered by a sister company.
- Lack of software expertise includes bureaux that are not interested in software, and have no desire to start now.
- Finally, 'other' covers the single organisation with specific but subjective reasons for not offering systems.
- Competition advances on two fronts insofar as the CS vendors are concerned. Firstly, competition is derived from other CS vendors, secondly competition arises from hardware vendors who seek to sell equipment to the same user base as the C/S vendor is approaching.
- It is significant therefore that competition is not seen by C/S vendors as a reason for entering into the mini/SBS market at this stage.

F. REGIONAL COVERAGE

- There is a marked difference in the geographical area covered by an organisation between its operation as a bureau/software house, and its turnkey service. Whereas for the former, an average radius could well be not more than 100 miles, for the installation of SBS, almost 50% of the sub-sample covered the whole of the U.K., with 5 even installing systems abroad. The remainder covered one or more whole regions; Southern England, Northern England, the Midlands or East Anglia (see below).

<u>REGION</u>	<u>NO. OF ORGANISATIONS COVERING</u>
All U.K.	14
S. England only	9
N. England only	3
Midlands only	1
East Anglia only	1
S. England + Midlands	1
S. England + Wales	1

G. STAFFING ALLOCATION

- Exhibit 4 (vii) shows a sample of staff allocations within those organisations currently supplying small business systems. Excluded from this table are those which would have given a distorted idea because they are part of a larger organisation with whom they share staff, or where there was no clear-cut distinction made between sales, technical and personnel covering a wide variety of activities and professional services.
- From this table, it emerges that:

STAFFING OF ORGANISATIONS

SALES STAFF	TECH. SUPPORT	MAINTENANCE			ADMIN ETC.	TOTAL
		SELVES	MFR.	THIRD PARTY		
20	30	25			75	150
4	35					75
5	15					55
-	15		X		-	15
2	7		X		4	13
4	8		X		38	50 +
10	70		X		70	150
3	14					55
3	5		X			8
2	12		X		42	56
2	4		X			45
1	22		X		6	29
-	8				-	8
-	15	12			8	35
4	46		X		-	50
15	55	10	X		20	100
1	4		X		3	7

EXHIBIT 4 (vii)

- (i) technical support staff outnumber sales personnel by nearly 5 to 1; whereas for Office product dealerships the ratio is fairly evenly balanced across all size groups.
- (ii) three companies employ no sales staff;
- (iii) maintenance is in most cases carried out by the manufacturer.

5. FUTURE DEVELOPMENTS AND CONCLUSIONS

5. FUTURE DEVELOPMENTS AND CONCLUSIONS

A. ANTICIPATED GROWTH OF MINI COMPUTER MARKET

- It appears from Exhibit 5 (i) that the market is generally considered to have a steady growth rate (50% of opinions), rather than a revolutionary one (28% thought the market was growing rapidly). Only 10% regarded it as static, whilst 6% expected it to decline.

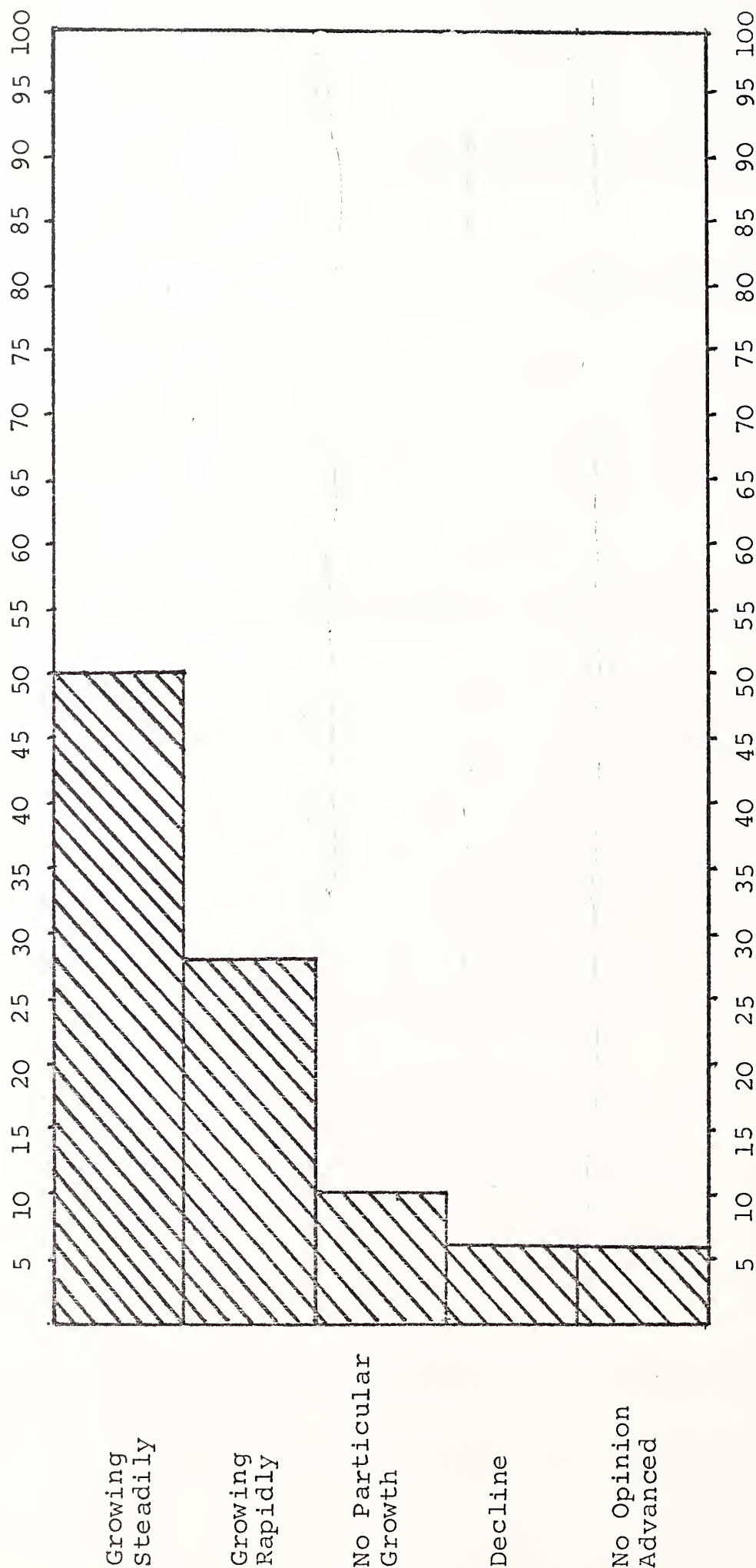
B. ANTICIPATED GROWTH OF MICRO COMPUTER MARKET

- When questioned regarding their views on the micro products market, the general feeling seemed to be that it was "too early to say", and that another twelve months would bring technology in this field sufficiently farther ahead to more accurately assess impact. The views concerning micro products, then, relate to a longer term view than those expressed for minis. Even so, 22% of interviewees declined to give an opinion at this stage. Otherwise the pattern was similar to that of the mini market - with 40% expecting a steady increase, 24% foreseeing a more rapid advancement, and 10% and 4% looking to no particular growth and a decline, respectively.
- Interestingly, nobody anticipated minis taking over from either micros on one hand, or bureaux on the other, whereas 8% expected micros to eventually inherit the market from bureaux, and 10% were of the opinion that micros would one day supercede minis. 8% also said that minis would lose out to bureaux in the long run.

C. SERVICE MARKET IS POLARISED IN USER APPROACH

- The table below shows that two different markets exist:

HOW IS THE SMALL BUSINESS SYSTEM MARKET DEVELOPING ?



- (i) Upper end: DDP with possibility of link to central large mainframe.
- (ii) Lower end: Small companies, some of which are first time computer users, whose alternative to date has been a variety of office accounting machines.

	SMALL + MEDIUM-SIZED USERS	LARGE USER ORGANISATIONS
BUREAUX	-	12%
MINIS	8%	4%
MICROS	24%	-
MINI + BUREAU (Stand Alone + Link to m/frame)	-	12%

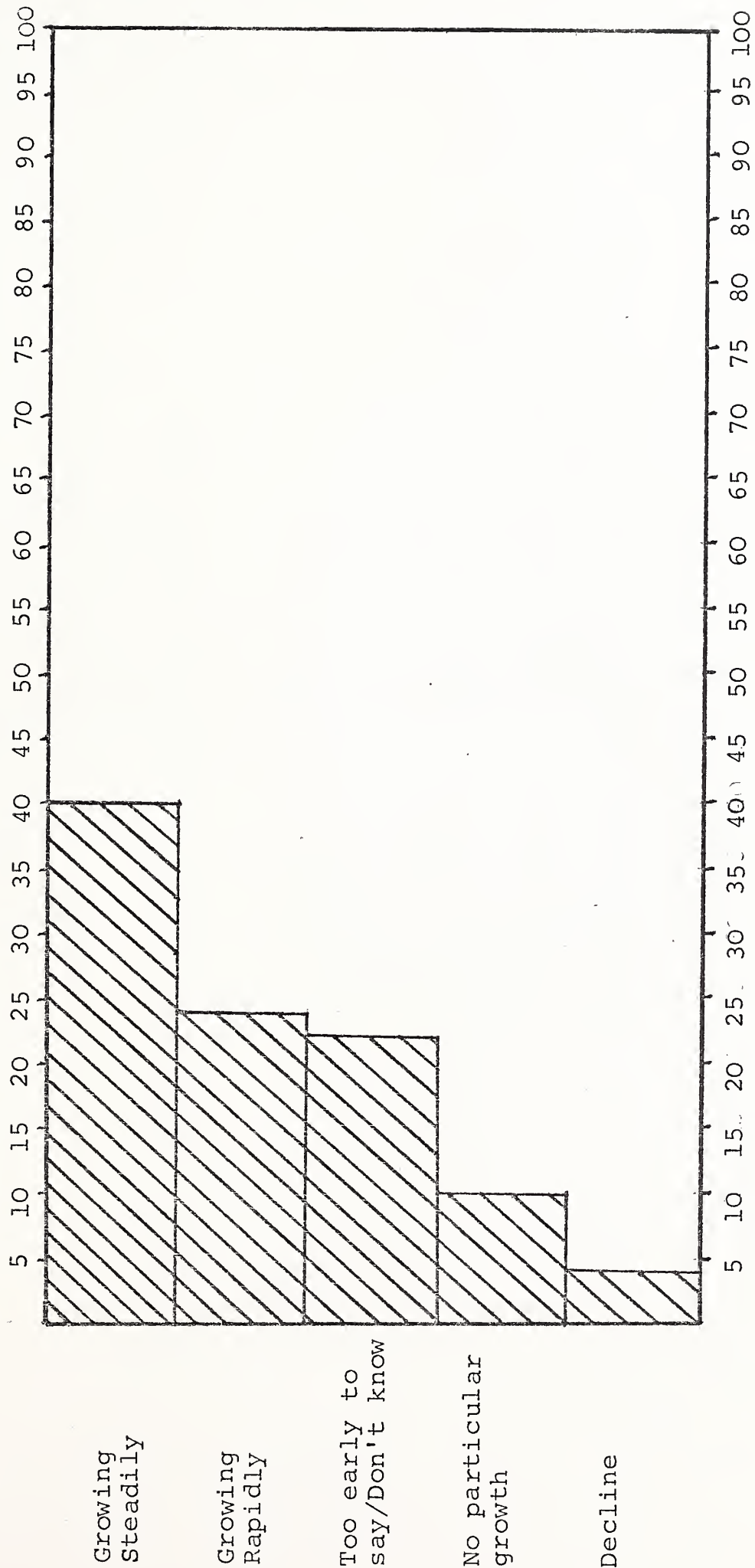
- The former of the two markets (i) responds to the major criticism of mini computers - that their functions are limited. Minis will perform day-to-day functions of individual departments, but for a company's more complex applications, a link to the bureau mainframe is available.
- Bureaux and mini computers will co-exist, as both markets are growing and will always have plenty of room to accommodate both.
- The second important criticism is the price of software, and the answer to this seems to be complete packages, combining hardware and software costs up to SBS level. In fact, it should be mentioned here that software, rather than hardware is obviously the critical element for the next few years.
- It is also important to note that education on the use of the machines is at present not as good as it should be. Users have been supplied a mini computer without fully understanding it. Disillusion ensues when the user discovers the non-compatibility of the equipment and user applications.

- Exhibit 5 (ii) relates to the micro computer market. Based on the 50 company sub sample it explores the long term future, i.e. into the latter half of the 1980's. At the moment, in the opinion of the sample, technology has not advanced sufficiently in this field for a short term view to be possible.
- Micros are currently addressing the bottom end of the market replacing people and/or accounting machines. However, a very close watch is being kept on this generation of products - by CS vendors as reflected in the sample.

D. THE NEXT FIVE YEARS

- When asked about future growth, most of the companies currently supplying small business systems wished to expand this activity. A few, however, felt that there would be a return to the more flexible capacity of a bureau large mainframe within a few years. Nobody seemed to have a clear idea of the future trends concerning the micro computer market. Whilst maintaining a steady eye on this market, no definite plans are being made until advancements have been made still further in the direction of micro technology.
- Some organisations specialising in a particular application are planning to expand their application range, which can only mean a widening of their turnkey market area.
- Future trends imply that timesharing operations and the supply of small business systems will go hand in hand (minis being used both as stand alone systems and as a link to a bureau or in-house mainframe), whilst batch only services will suffer as a result of the advent of the mini/micro.

HOW IS THE MICRO PRODUCTS MARKET DEVELOPING ?



6. DIRECTORY OF COMPUTER SERVICE ORGANISATION

6. DIRECTORY OF COMPUTER SERVICE ORGANISATIONS

- Much of the directory information has been generated by using INPUT's CAMP formats as a guideline.

A. THE DIRECTORY COMPRISES FIVE SECTIONS

- The addresses, telephone numbers and principals of each company together with estimated revenues, where adequate basis for an estimate exists, have been tabulated.
- Services/Hardware supplied by each vendor: This includes the type of service offered (e.g. Batch, RCS, Software etc.) together with a separate overprint of hardware offerings and an identification of the company's position vis a vis "Turnkey".
- The industry markets covered by the organisations listed: This identifies main economic sectors in which the company concerned generates its revenue.
- Applications markets indicate the area where the organisation generates its revenue.
- Geographic markets are split by IBM office products regions and show whether each organisation is covered in a given region.

B. C/S ORGANISATIONS MARKETING SBS/TERMINALS ETC.

- Of particular importance to the directory are those organisations which market hardware already. As mentioned, these have been separately isolated in the directory by the addition of four columns featuring:

U.K. COMPUTER SERVICE ORGANISATIONS INVOLVED IN
MARKETING OF TERMINALS AND SBS

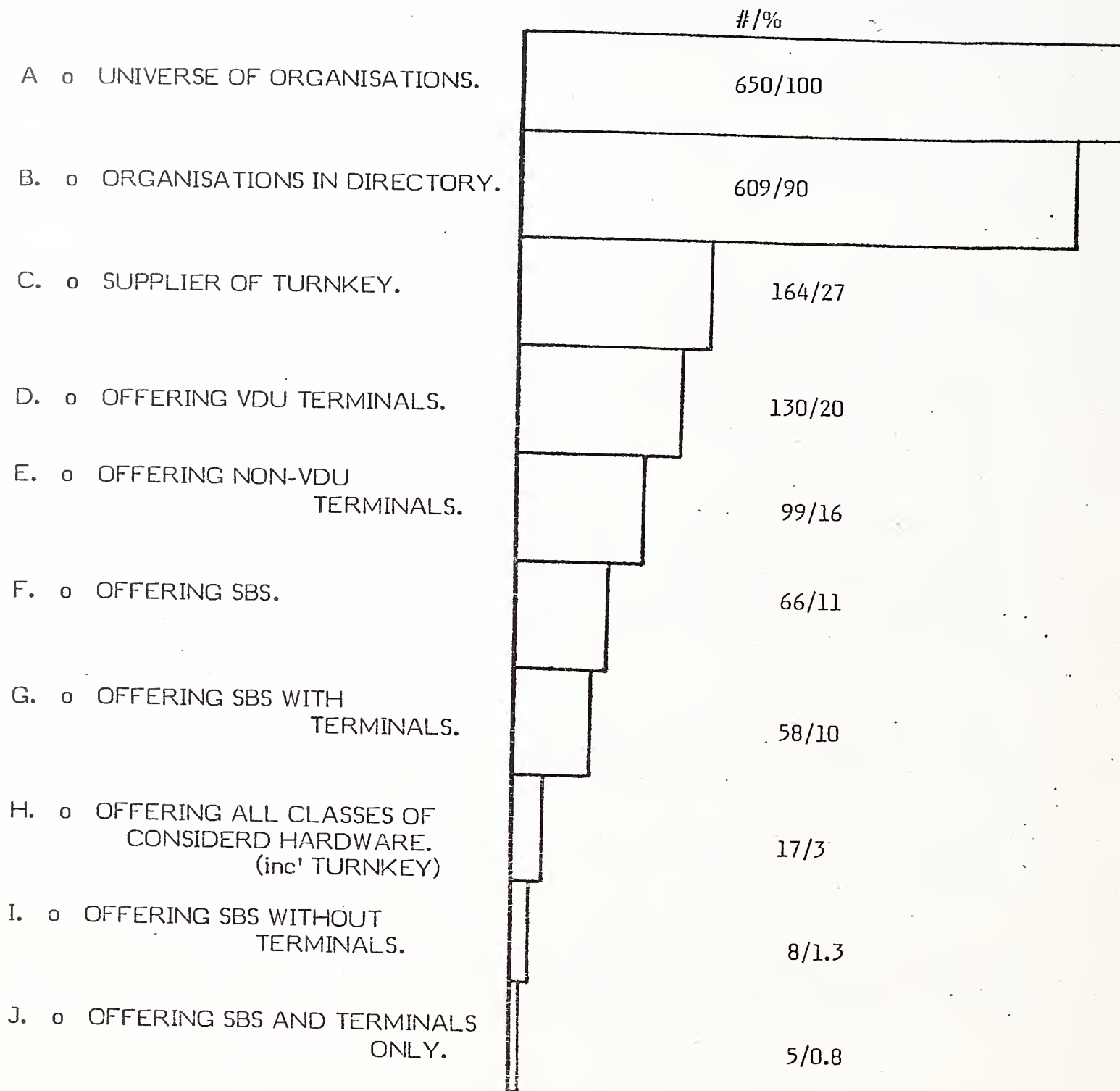


EXHIBIT 6 (i)

- TURNKEY
- VENDOR OF SBS/MINI
- VDU TERMINAL SUPPLIER
- NON VDU TERMINAL SUPPLIER.

C. COMPARISON OF DIRECTORY STATISTICS WITH SUB SAMPLE

- Exhibit 6 (i) features a graphic summary of the comparative hardware interests of the C/S vendors concerned.
- The sub sample (see section iv) demonstrated that 62% of organisations were already selling a small computer product. Much depends on the supplier definition of turnkey, but if all turnkey suppliers are aggregated with those offering other classes of equipment (i.e. aggregate items, C, D, E and I) then the 401 organisations in the directory compares with 403 organisations resulting from an extrapolation of the sub sample.
- It can be demonstrated then that a negligible margin of error should exist across the two analyses.

DIRECTORY OF UK COMPUTER
SERVICE COMPANIES

MAY 1979

Directory of Computer Services Companies

ABACUS COMPUTER
SERVICES LTD
(Taken over by
Computer Resources Ltd)

ABACUS PUNCHING BUREAU LTD
Metralite House
Dudley Street
Luton, Beds.
Bob Murphy, Managing Director
Private
T/O £400,000 (Input estimate)
Tel (0582) 33762

ABASYL
92 Station Road
London E4
Private
T/O £300,000 (Input estimate)
Tel 01 524 1331

ABC DATAPREP LTD
61a Greywell Precinct
Leigh Park
Havant, Hants
D. Gordon, Managing Director
Private
T/O £300,000 (Input estimate)
Tel (0705) 471229

ABRAXAS COMPUTER EMPLOYMENT LTD
West End House
11 Hills Place
London W.1.
R.P.Hill, R. Crawford
M. Adams, Managing Directors
Private
T/O £700,000
Tel 01 439 8891

ACCORD COMPUTER EFFICIENCY LTD
Portland House
4 Gt. Portland Street
London W.1.
W.J. Seymour, N. Brackenbury, Directors
R.G. Waldie, Chairman
Private
Tel 01 637 5001

ACCOUNTING & INFORMATION
DEVELOPMENT SERVICES (AIDS)
Martin House
84-86 Grays Inn Road
London WC1
T/O £350,000 (1978)
Tel 01 242 6752

ADMIN COMPUTER SERVICES
12 Worcester Drive
Sheffield 10
Yorks
Tel (0742) 304441

ADP AUTOMATIC DATA PROCESSING
Management Dynamics Divison
Heathrow House,
Bath Road, Cranford
Hounslow, Middlesex.
Owned By: ADP Inc. (USA)
B. Tytherleigh, Managing Director
Tel 01 759 9191

1978

Directory of Computer Services Companies

ADP NETWORK SERVICES
INTERNATIONAL LTD
179/193 Gt. Portland Street
London W1N 5TB
Brian Tytherleigh, Managing Director
T/O £5,200,000 (Input estimate)
Tel 01 637 1355

AGB COMPUTER SERVICES
410-420 Rayners Lane
Pinner, Middlesex
Colin Jones, General Manager
Owned By: Audits of Gt. Britain Research Ltd
T/O £325,000 (Input estimate)
Tel 01 429 1333

AD SERVE COMPUTING LTD
30-36 Foley Street
London W1P 7LB
D.B. Shine, Chairman
Private
T/O Group: £250,000 (1977)
Tel 01 637 9031

A.I.A. LTD
50 Lombard Road
London S.W.11
M. Rebay, B.W. Morwood,
Managing Directors
Private
T/O £60,000 (Dec 77)
Tel 01 223 5428

ADS SOFTWARE LIMITED (AUTOMATED
DATA SYSTEMS LTD).
104-108 Oxford Street
London W1N 9FA
J.J. Kenny, Chief Exec.
Private
T/O £240,000 (Feb 1978).
Tel 01 636 6441

AIDS
(See Accounting & Information
Development Services Ltd)

ADVANCED COMPUTER SERVICES LTD
London House
5-11 London Road
Maidstone, Kent
F.R. Allen, Managing Director
Tel (0622) 58289

AJK CONSULTANTS LTD
26 Chilworth Street
London W.2.
Tel 01 402 6627

ADVANCED DATA PREPARATION LTD
43a South Road
Southall
Middlx UB1 1SW
B.L. Harrison, Managing Director
Private
T/O £260,000 (Input estimate)
Tel 01 574 5599

A & K COMPUTER PUNCHING SERVICES
454 Stratford Road
Birmingham 11
A. Kidney, Managing Director
Private
T/O £30,000 (Input estimate)
Tel 021 772 6238

INPUT

Directory of Computer Services Companies

ALPHA SYSTEMS LTD

Computer Centre
5 Goldington Road
Bedford
A.E. Sale, Managing Director
Private
T/O £96,000
Tel (0234) 50552

AMBA SOFTWARE

38 High Street
Maidenhead, Berks
P.M. Bradley, Sole Proprietor
Private
T/O £50,000 (Input estimate)
Tel (0628) 28722

ALTON BUSINESS SERVICES LTD

27 Eastgate
Leeds, Yorks
Harry Hurst, Managing Director
Private
T/O £60,000 (Input estimate)
Tel (0532) 468753

AMR

(Advertising Media Research)
See Cybernetics Research
Consultants Ltd.

ALVAN COMPUTER CONSULTANTS LTD

14 Thames Avenue
George V Place
Windsor, Berks
A.D. Barnett, A.L. Van, Partners
Private
T/O £80,000 (Input estimate)
Tel 95 56151

AMS (COMPUTER SERVICES) LTD

8 Moorfields
London EC2
E. S. Harborne, Managing Director
Private
T/O £250,000 (Input estimate)
Tel 01 606 4975

ARTHUR ANDERSON & CO.

1 Surrey Street
London W.C.2.
M.H. Vanderstein, Managing Director
Tel 01 836 1200

ALVERONIC COMPUTER SYSTEMS LTD.

5 Market Place
Hornsea
North Humberside
A. Coates, Managing Director
Private
T/O £700,000 (Sept 78)
Tel (040 12) 4121

ANGLIA DATA SERVICES

Chapel Field
Norwich NR2 1RW
M.R. Philip, Managing Director
Owned By: U.C.S.L.
T/O £900,000 (1977)
Tel 0603 606 55
Associate companies:
Tymshare (UK)

Directory of Computer Services Companies

AKP SERVICE BUREAU LTD

7-9 Belmont Hill
Lewisham
London S.E.13.

Mrs R. Halfhide, Managing Director

Owned By: Adserve Computing Ltd (own) 90%

T/O £100,000 (Input estimate)

Tel 01 852 7140

ALLEN COMPUTER SERVICES LTD

Victoria House
Southampton Row
London WC1B 4EL

D.G. Allen, Managing Director

Private (D.G. Allen)

T/O £437,500 (Input estimate)

Tel 01 405 1565

ALLAN D'MORIAS & ASSOCIATES LTD

60 High Street
Harrow-on-the-Hill
Middlesex

A. D'Morias, Managing Director

Private

T/O £300,000 (1977-78)

Tel 01 864 9666

ALLIED BUSINESS SYSTEMS

1 Berkeley Street
London W1X 6NN

J. Blagden, Managing Director

Owned By: Trafalgar House Group

T/O £6,000,000 (estimate for 1978)

Tel 01 499 9020

Associate companies:

THI Group Services Ltd.

ALLCARDS LTD

163 Kirkdale
London S.E.26

Steve Dye, Managing Director

Private

T/O £25,000 (Input estimate)

Tel 01 291 1271

ALPHA-NUMERIC (MAIDENHEAD) LTD

Berkshire House,
Queen Street
Maidenhead, Berks

M.W. Havers, Managing Director

Private

T/O £1,400,000 (Input estimate)

Tel (0628) 29525

ALLEGRO COMPUTER SERVICES LTD

Abbey Mill
Bishops Waltham
Hants

S.R. Hoare, Managing Director

Private

T/O £150,000 (1977)

Tel (048 93) 4694

ALPHA NUMERIC MANAGEMENT SERVICES LTD

Berkshire House
Queen Street
Maidenhead, Berks.

Private

T/O £200,000 (Input estimate)

Tel 0628 29525

Directory of Computer Services Companies

APPLIED COMPUTER SYSTEMS LTD

Warwickgate House

Warwick Road

Old Trafford

Manchester M16 0QQ

B. Ainsworth, Managing Director

Private

T/O £175,000 (March 1978)

Tel 061 872 8521

ARBAT (UK) LTD

160 Queen Victoria Street

London E.C.4.

Owned By: Arbuthnot Latham Holdings Ltd,
majority share holding - Merchant bank

T/O £1,125,000 (Input estimate)

Tel 01 248 6499

APPLIED COMPUTER TECHNIQUES LTD

5/6 Vicarage Road

Edgbaston

Birmingham 15 3ES

R.K. Foster, Managing Director

Private

T/O £2,200,000 (1977)

Tel 021 454 5341

ARC SYSTEMS LTD

Six Acre House

17 Town Square

Sale, Cheshire

T.B. Askew, Chief Executive

T/O £120,000 (Input estimate)

Tel 061 969 8121

APPLIED COMPUTING & SOFTWARE

ACS House

42-48 Great Portland Street

London W.1.

P. Goldsmith, Managing Director

Private

T/O £5,376,000 (1977)

Tel 01 637 0105

ARDEN DATA PROCESSING

Municipal Offices

Charles Street

Leicester

D. Hollis, Managing Director

Private

T/O £200,000 (Input estimate).

Tel (0533) 22255

APT COMPUTER SYSTEMS LTD

5A Cuthbert Street,

London W2

A.C. Stevens, Managing Director

T/O £400,000 (1977)

Tel 01 262 2444

Associate companies:

Kendal Computer Services Ltd

ARGONVILLE CONSULTANTS LTD

Westbourne House

107 Station Road

Hayes

Middlesex

Margaret Brown, Managing Director

Private

T/O £80,000 (Input estimate)

Tel 01 573 0435

1978

Directory of Computer Services Companies

ARIEL (AUTOMATED REAL-TIME INVESTMENTS EXCHANGE) LTD

Ibex House
42-47 Minorities
London EC3

J.H.C. Leach, Managing Director
Owned By: 17 Accepting houses & banks
T/O £180,000 (Input estimate)
Tel 01 480 5135

ATKINS ON-LINE LTD

Fourmost House
12-22 West Street
Epsom
Surrey KT18 7RH

Dr. D. B. Chandler, Managing Director
Owned By: OLS Inc
£4,000,000 (Year ended 1978)
Tel 03727 29678
Tlx 8813488 (A.B. AOL G)

ASB SERVICES

(See Barmael Computing Services Ltd)

ATTWOOD THOMPSON (COMPUTER SYSTEMS) LTD

Ashton Court
1 Oxford Road
Aylesbury
Bucks

M.W. Thompson, D.C. Attwood,
Partners
Private
T/O £70,000 (Input estimate)
Tel (0296) 21222

ASSOCIATED DATA SERVICES LTD

1a Bridge Close
Romford
Essex

C. Bradbrook, Managing Director
Private
Tel 70 60672

AUTOMATED INSTRUMENTS DEVELOPMENTS INTERNATIONAL LTD

57 Brook Road
Urmston
Lancs

J.D. Owen, Managing Director
Private
T/O £200,000, (Oct 77)
Tel 061 747 6454

ASTRAL COMPUTER SERVICES LTD

68-74 Carter Lane
London EC4V 5EA

A.R. Lynch, General Manager
Owned By: Futchers, Head & Gilberts
(Chartered Accountants)
T/O £400,000 (1977)
Tel 01 236 8326

AUTOMATIC INFORMATION MGT LTD (AIM)

St. Mary's Court
Lowgate
Hull
HU1 1PX

C.T.S. Telfer, Managing Director
Owned By: William Jackson & Sons (100%)
T/O £1,675,000 (Input estimate)
Tel 0482 25891

ASTRO DATA LTD

3 Elmdon Road
Marston Green
Birmingham B37 7BS

Ray Bannister, Managing Director
Private
T/O £300,000 (Input estimate)
Tel 021 779 6416

INPUT

Directory of Computer Services Companies

AUTOMATION SERVICES
(See Hallmark Associates
(Computer Services) Ltd)

AVERY PUNCHING BUREAU
49 Wellington Street
Covent Garden
London WC2

J.S. Spring, Managing Director
Private
T/O £40,000 (Input estimate)
Tel 01 836 7495

A-Z SERVICES
34 Hanway Street
London W1
A. Zaziemski, Managing Director
Private
Tel 01 580 5406

AZTECH SYSTEMS LTD
1st Floor
Cheethams Mill
Park Street
Stalybridge
Cheshire
A. Lea, Managing Director
Private
T/O £120,000 (Dec 77)
Tel 061 303 0344

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

BARBICAN COMPUTER SERVICES LTD

2 Cayton Street
London EC1

A.V. Squirrel, Managing Director

Owned By: Robson Rhodes -

Chartered Accountants

T/O £312,500 (Input estimate)

Tel 01 251 4877

BAS COMPUTING SERVICES LTD

9 London Road

Alderly Edge

Cheshire

Owned By: Coggon (Holdings) Ltd.

BARCELLOS LTD

Kimberley House

Vaughan Way

Leicester, Leics.

J.E. Revis, Managing Director

Private

T/O £50,000 (Input estimate)

Tel (0533) 26584

BCM DATA SYSTEMS (ANGLIA) LTD

Burton Road

Norwich, Norfolk

W.J.S. Forest, Managing Director

Owned By: British Commonwealth Office

International Limited

T/O £110,000 (Input estimate)

Tel (0603) 44914

BARIC COMPUTING SERVICES LTD

Forest Road, Feltham

Middlesex, TW13 7EJ

P.B. Holland, Managing Director

Owned By: ICL 60%/Barclays 40%

T/O £6,800,000 (1977)

Tel 01 890 1414

Tlx. 934056

Associate companies:

Dataskil Ltd

BCMP

(See Business & Computer Management
Personnel Ltd)

BCT SYSTEMS

80-82 St.Marys Road

Garston

Liverpool, L19 2JG

Merseyside

R.N. Collins, Managing Director

T/O £100,000 (Input estimate)

Tel 051 427 3114

BARMAEL COMPUTING SERVICES LTD

(Also trade as ASB Services)

Ashcombe House

Queen Street

Godalming, Surrey

J. Berrow, Managing Director

Owned By: Barnes, Roffe,

Roffe Swayne & Co

Chartered Accountants

T/O £80,000 (1977)

Tel (048 68) 6232

BEAUFORT COMPUTER SERVICES LTD

Renslade House

Whitfield Street

Gloucester, GL1 1PG

D.A. Tolman, Managing Director

Owned By: Schlessinger European Investments

T/O £1,062,000 (Input estimate)

Tel (0452) 36062

Directory of Computer Services Companies

BEECON LTD

7 University Road
Belfast 7
P. McWilliams, Managing Director
Private
Tel (0232) 23592

BLANSETT LTD

Chapel Works Shapwick
Blandford, Dorset
A. May, Managing Director
Private
T/O £80,000 (Input estimate)
Tel (025 885) 486

BEMROSE INFORMATION SERVICES

PO Box 3, Wayzgoose Drive
Derby, DE2 6XR
D. J. Tidmarsh, Managing Director
Owned By: Bemrose Corporation Ltd.
T/O £210,000 (Dec 1977)
Tel (0332) 371931
Tlx. 37482

BLUE CIRCLE INDUSTRIES LTD

Portland House
Stag Place
London SW1E 5BJ
M.G. Drummond, Controller
Owned By: Blue Circle Industries
T/O £250,000 (Dec 1977)
Tel 01 828 3456

BERESFORD COMPUTER SERVICES LTD

Polygon House
Commercial Road
Southampton, Hants
SO1 OGG
J.M. Beresford, Managing Director
Private
T/O £163,000 (June 1977)
Tel (0703) 25604

BOC DATASOLVE LTD

Datasolve House
99 Staines Road West
Sunbury on Thames
Middlesex
C. Wood, Managing Director
Owned By: B.O.C. Limited, subsidiary of
BOC International
T/O £9,600,000 (1976-77)
Tel 76 85566
Tlx. 8811720
Associate companies:
Datastream International Ltd
Knight Computer Services
Lincoln House Computer Services
Systemsolve (Computer Services) Ltd
Triad Computing Systems Ltd.

B.I.S. LTD/B.I.S. SOFTWARE

B.I.S. APPLIED SYSTEMS LTD/
B.I.S. DELTAK
York House
199 Westminster Bridge Road
London SE1
B.G. Allison, Managing Director
Private
T/O £5,000,000 (Feb 1979)
Tel 01 636 0866

BOEING COMPUTER CENTRES LTD

31-35 Clarendon Road
Watford, Herts.
WD1 1JA
P. Hooper, Managing Director
Owned By: Boeing 100%
T/O £750,000 (1977)
Tel (0923) 38321

INPUT

Directory of Computer Services Companies

BORBOLATTA COMPUTERS LTD

Rotunda, New Street
Birmingham 2.

Dr. R. J. Cruickshank, Managing Director

Owned By: Berlinetta Computer Management & Leasing Ltd.

T/O £37,500 (Input estimate)

Tel 021 643 1035

G.H. BROWNBILL LTD

Beech House, Hob Hey Lane
Culcheth, Warrington
Lancs.

G.H. Brownbill, Managing Director
Private

T/O £150,000 (Dec 1977)

Tel (092576) 4111

**BRADLY ASSOCIATES
COMPUTER CONSULTANTS**

3 Belleville Drive
Oadby, Leicester

Heather Bradly, Peter Bradly, Partners
Private

T/O £25,000 (Input estimate)

Tel (0533) 715136

BRUCE JONES CONSULTANCY LTD.

22a High Street
Oakham, Leics.
LE15 6A1

J.R. Bruce, M.B. Jones,
Directors

Private

T/O £25,000 (Feb 78)

Tel (0572) 2990

BRISTOL UNIFORMS COMPUTING LTD

Wathen Street
Staple Hill
Bristol

P.S. Hill, Managing Director

Owned By: Wathen Gardener Ltd.

T/O £37,500 (Input estimate)

Tel (0272) 565549

BUILDING COMPUTER SERVICES LTD

Bush House
72 Prince Street
Bristol, BS1 4HU

R.W. Mortimer, Managing Director

Owned By: J.T. Group of Bristol

T/O £125,000 (Input estimate)

Tel (0272) 290651

BRITISH AIRWAYS BOARD

Computer Services Dept
Room Z042, Ground Floor
Speedbird House
PO Box 10
Hounslow, Middx.

A.L. Jacobs, Head Computer
Services

Tel 01 897 5427

BUNZL DATA SYSTEMS LTD

Meteor House
White Lion Road
Amersham, Bucks.

S.P. Feeley, J.A. O'Connell

Managing Directors

Owned By: Bunzl Pulp & Paper Group

Ltd 100%

Tel (02404) 4466

Directory of Computer Services Companies

BUREAU COMPUTER SERVICES

49 Belgrave Road

Welling, Kent

(from mid-Sept)

J.P. Keys, General Manager

Private

T/O £200,000 (Input estimate)

BURY COMPUTER SERVICES LTD

53 Abbeygate Street

Bury St. Edmunds

Suffolk

Mike Holmes, Managing Director

Owned By: Rubicon Computer Systems Ltd.

T/O £200,000 (Input estimate)

Tel (0284) 66155

BUSINESS & COMPUTER MANAGEMENT

PERSONNEL LTD (BCMP)

75-76 Little Britain Street

London EC1

Clive Williamson,

Managing Director

Owned By: CMES (Holdings) Ltd.

T/O £280,000 (1977/78)

Tel 01 600 0711

Associate companies:

CMES Software Ltd

CMES (Turnkey Systems) Ltd

Computer Time Resources

BUTLER COX & PARTNERS LTD

Morley House

26 Holborn Viaduct

London EC1

G. Cox, Senior Partner

Private

T/O £200,000 (Input estimate)

Tel 01 353 1138

Directory of Computer Services Companies

CACI INC. INTERNATIONAL

30 St. George Street
London W.1.

Tony Carter, Managing Director
American Public Company
T/O £6,315,000 (1978)
Tel 01 499 5418

CALDERDALE COMPUTER CO. LTD

Bull Green House
Halifax, W. Yorks HX1 2EB

G. Yates, Managing Director
Private
T/O £110,000 (Input estimate)
Tel (0422) 65099

CAMBRIAN DATA PROCESSING SERVICES LTD

Equity & Law House
Gt. Charles Street
Queensway, Birmingham B3 3JY

P. Rigby, Managing Director
Owned By: Peter Rigby & Assoc. Ltd
T/O £300,000
Tel 021 236 4416
Associate companies:
Specialist Computer Recruitment Ltd

CAMBRIAN DATA PROCESSING SERVICES (BIRMINGHAM) LTD

38 New Summer Street
New Town
Birmingham B19

John Daws, Managing Director
Owned By: Peter Rigby & Associates Ltd.
T/O £62,500 (Input estimate)
Tel 021 359 7788
Associate companies:
Specialist Computer Recruitment Ltd

CAMBRIDGE COMPUTER SERVICES LTD

Jupiter House
Station Road
Cambridge

Dr. D.P. Bilby, Managing Director
Owned By: Geest Organisation
T/O £650,000 (1977)
Tel (0223) 66111
Associate companies:
Eastern Computer Services Ltd
Geest Minicomputer Systems Ltd
Midlands Computing Centre

CAMBRIDGE INTERACTIVE SYSTEMS LTD

Quayside
Cambridge CB5 8AB

J.S.W. Chilvers, Managing Director
Private
New Company
Tel (0223) 62247

CAP - CPP GROUP COMPUTER ANALYSIS AND PROGRAMMERS LTD.

14/15 Great James Street
London WC1 3DY

Alex d'Agapeyeff, Chairman
Owned By: 55% employees
15% Charterhouse Development Capital, 30% National Enterprise Board
T/O £6,500,000 (1977)/£8,800,000 (1978)
Tel 01 242 0021

CAPABILITY SERVICES LTD

11 Coggeshall Road
Braintree, Essex CM7 6DG

Tel (0376) 26826

1978

Directory of Computer Services Companies

CAPP ASSOCIATES (PERSONNEL CONSULTANTS) LTD

19 Park Street
Croydon, Surrey, CR9 1TN
J. Bedford, E.J. Durbin
Joint Managing Directors
T/O £200,000 (1977)
Tel 01 686 9693
Associate companies:
PR People Resources Ltd

CBSL SOFTWARE LTD

Wroughton Place
Ely, Cardiff
Glam, Wales
I. Munro, Managing Director
T/O £100,000 (Feb 1978)
Tel 0222 562382
Associate companies:
Computerised Business Systems Ltd

CAPSCAM LTD

Assets House
Elverton Street
London SW1P 2QG
A. Lewin, Managing Director
T/O £1,250,000 (Input estimate)
Tel 01 834 9181

CCS LTD

5 Windmill Street
London W1P 18H
R. Gifford, Managing Director
Owned By: CISI (France)
Tel 01 636 3166
Associate companies:
Computer Consortium Services SIA Ltd

CARA CONSULTING LTD

Box 834, Wrights Lane,
London W8 5SR
G. Clarke, Managing Director
Owned By: Aer Lingus
Tel 01 937 6515

CDC DATA SERVICES/UK DPS DIVISION

153-155 East Barnet Road
East Barnet
Herts.
J. Ward, Managing Director
Owned By: Control Data Corporation
T/O £50,000,000 (1977)
Tel 01 440 5161

CASM

(see CAP-CPP)

C.E.G.B. COMPUTING BUREAU

85, Park Street
London S.E.1.
A.E. Woollanston, Manager of Centre
Owned By: U.K. Government (Nationalised)
T/O £3,750,000 (Input estimate)
Tel 01 248 1202 x 2808
Tlx 91675

INPUT

Directory of Computer Services Companies

CELTIC COMPUTER SERVICES
38 Worcester Street
Brynmaur
Gwent, Wales
Tel (0495) 310372

C & G COMPUTING SERVICES LTD
2122 Alexandra Parade
Weston-Super-Mare
Avon BS23 1QX
G. J. Thompson, Managing Director
Private
T/O £850,000 (Input estimate)
Tel (0934) 26147

CENTRAL COMPUTING CONSULTANTS
44 Wood Street
Kingston-Upon-Thames
J. de la Mere, Chairman
Private
T/O £60,000 (Input estimate)
Tel 549 3212
Tlx 27950

CHANNEL DATA PROCESSING (JERSEY) LTD
108 Halkett Place
St. Helier
Jersey, C.I.
Dr. R.A. Challinor, Managing Director
Private
T/O £187,500 (Input estimate)
Tel (0534) 24333

CENTREFILE LTD.
Boundary House
18/22 Farnival Street
London EC4
B.S. Duggan, Managing Director
Owned By: National Westminster Bank Ltd. (100%)
T/O £4,762,500 (Input estimate)
Tel 01 405 8700
Associate companies:
Eurocom Data Ltd
Independent Computer Services Ltd

CHARRINGTON COMPUTER SERVICES LTD
Charrington House
The Causeway
Bishops Stortford
Herts. CM23 2EW
V.E. Glasswell, Managing Director
Owned By: Coalite Charrington Ltd
T/O £412,500 (Input estimate)
Tel (0279) 55166

CENTURY COMPUTER CENTRE LTD
4 Playhouse Yard
Black Friars Lane
London E.C.4.
Tel 01 236 6342

CHARTER COMPUTER SERVICES
Charter House,
Park Street
Ashford
Kent
Tel (0233) 25700

Directory of Computer Services Companies

CHELTHENHAM COMPUTER BUREAU LTD

Mercian House
London Road
G. Barnes, Managing Director
Owned By: UBM Group
T/O £400,000 (1978)
Tel (0242) 21433

CLAYMORE MANAGEMENT LTD

Claymore House
72 Carden Place
Aberdeen AB1 1UL
Scotland
W. Begg-Lorimer, Managing Director
Private
T/O £176,000 (1977/78)
Tel (0224) 28399

CHILTERN EDUCATIONAL & TIME SHARING SERVICES

56 Latchmoor Way
Gerrards Cross
Bucks SL9 8LT
Tel 49 84136

CLYDEPORT DATA MANAGEMENT LTD

Computer Centre
King George V Dock
Glasgow G51 4SD
Scotland
R.J.L. Russell, Director/General Manager
Owned By: Clyde Port Authority
T/O £337,500 (Input estimate)
Tel 041 445 3326

C.I. DATA CENTRE LTD

Eelmoor Road
Farnborough
Hants GU14 7QN
R. Lambert, Managing Director
Private
T/O £300,000 (1977)
Tel (0252) 513834

CMES SOFTWARE LTD.

75-76 Little Britain Street
London EC1
S. Ashton, Managing Director
Owned By: CMES Holdings Ltd.
T/O £300,000 (1977/78)
Tel 01 600 0711
Associate companies:
Business & Computer Managment
Personnel Ltd (BCMP)
CMES (Turnkey Systems) Ltd
Computer Time Resorces.

CINCOM SYSTEMS INTERNATIONAL S.A.

St. Ives House
St. Ives Road
Maidenhead, Berks
John Hale, Manager UK Operations
Owned By: Cincom Systems Inc
T/O £625,000 (Input estimate)
Tel (0628) 29456

Directory of Computer Services Companies

CMES (TURNKEYSYSTEMS) LTD
75/76 Little Britain Street
London E.C.1.

R.H. Thorpe, Managing Director

Owned By: CMES (Holdings) Ltd

T/O £600,000 (1977/78)

Tel 01 600 0711

Associate companies:

Business & Computer Management

Personnel Ltd (BCMP)

CMES Software Ltd

Computer Time Resources

COLERAINE COMPUTER SERVICES

32 Lodge Road

Coleraine

Co. Londonderry BG52 1NB

N. Ireland

M.H. Stewart, S. Madill, N. Bigger

I. Lindsay, Partners

Private

T/O £70,000 (Input estimate)

Tel (0265) 52605

CMG COMPUTER MANAGEMENT GROUP
(U.K.) LTD

Sunley House

Bedford Park

Croydon CR0 1EH

N.J. Scholfield, Managing Director

Owned By: Employees

T/O £6,780,000 (1977)

Tel 01 681 7631

PETER COLLETT & ASSOCIATES LTD

67 Upper Berkeley Street

London W.1.

Peter Collett, Managing Director

Private

T/O £60,000 (Input estimate)

Tel 01 724 2749

CODEDIT SERVICES LTD

114 High Street

Erdington

Birmingham B23 6RS

C. Wenham, Managing Director

Private

T/O £26,000 (May 1978)

Tel 021 373 3128

COLLINS CONSULTANTS

Rotherglen,

Gerrards Cross Road

Stoke Poges, Slough

Bucks SL2 4EJ

A.J. Collins, Managing Director

Private

T/O £20,000 (March 78)

Tel 395 2572

COGGON COMPUTERS LTD

145 Bellhouse Road

Sheffield S5 6HQ

D. Coggon, Managing Director

Owned By: Coggon (Holdings) Ltd

Group T/O approx £1,000,000 (1978)

Tel (0742) 307481

Subsidiary: BAS Computing Services Ltd.

COMBYTE SERVICES LTD

11 Stamford House

Stamford New Road

Altrincham

Cheshire

R. Vipond, Managing Director

Private

T/O £300,000 (1978)

Tel 061 928 5255

1978

Directory of Computer Services Companies

COMMERCIAL COMPUTING LTD

35 Baker Street
London WIN 1AE
D. Camp, Managing Director
Private
T/O £1,000,000 + (June 78)
Tel 01 487 3351

COMMUNICATIONS SOFTWARE

8 The Centre
Church Street
Tiptree, Essex
R.G. Rawcliffe, Managing Director
Private
T/O £90,000 (Input estimate)
Tel (0621) 817425

COMPAC COMPUTER SERVICE LTD

9 High Street
West Drayton, Middx
A.J. Frith, Managing Director
Private
T/O £100,000 (Dec 77)
Tel 81 47551

COMPOWER LTD

Walsall Road
Cannock,
W. Midlands
R.A. Hitchcock, Managing Director
Owned By: N.C.B
Group T/O £14,000,000 + (Feb 78)
Tel (054 35) 2511

COMPREHENSIVE COMPUTER SERVICES LTD

Computer House
Bradford Road,
Cleckheaton
W. Yorks BD19 3TT
J.J. Streeter, Managing Director
Owned By: BBA Group
T/O £1,250,000 (Input estimate)
Tel (0274) 875711

COMPUGRAPHICS INTERNATIONAL LTD

Eastfield Industrial Estate
Glenrothes, Fife KY7 4NT
Scotland
G.W. Bowen, Managing Director
Owned By: Furness Withy & Co. Ltd
T/O £500,000 (Dec 77)
Tel (0592) 772557

COMPUSERVE LTD

15 Shenley Road
Borehamwood
Herts D. Kelly, Managing Director
Private
T/O £60,000 (Input estimate)
Tel 01 207 0333

COMPUTACROFT

3rd Floor,
Chamber of Commerce House
Gt. Victoria St
Belfast.
J. Creighton, Managing Director
T/O £175,000 (Input estimate)
Tel (0232) 29027

INPUT

Directory of Computer Services Companies

COMPUTAPRINT LTD

40 Bowling Green Lane
London EC1R ONE

V. Williams, E. Piper, Managing Directors

Owned By: I.P.C. Business Press

T/O £500,000 (Input estimate)

Tel 01 837 3636

Associate companies:

Computer Data Processing Ltd.

COMPUTER ACTION LTD

Central House

27 Park Street

Croydon, Surrey

J. Appleton, Managing Director

Private

T/O £500,000 (March 78)

Tel 01 686 9777/680 9777

COMPUTEL LTD

Eastern Road

Bracknell, Berks

W.B. Cousins, Managing Director

Owned By: Richard Costain Ltd,

John Mowlem & Co. Ltd

T/O £1,440,000 (1975/76)

Tel (0344) 23031

COMPUTER AIDED DESIGN CENTRE

Madingley Road

Cambridge CB3 0HB

Dr. P.I. Freeman, Head of Computer

Aided Design Centre

Owned By: Dept of Industry

T/O £1,000,000 (Input estimate)

Tel (0223) 63125

Associate companies:

Design Office Consortium

COMPUTER ACCOUNTING BUREAU

Century Chambers

The Diamond, Coleraine

N. Ireland

S.J.M. Dinsmore, Snr. Partner

Private

T/O £30,000 (Oct 77)

Tel (0265) 4666

**COMPUTER ANALYSTS & PROGRAMMERS
(UK) LTD**

(See CAP-CPP)

**COMPUTER AND ACCOUNTING SERVICES
LTD**

110 St. Martins Lane

London WC2N 4BH

P. W. Hunter, Managing Director

Owned By: Lopex Ltd.

T/O £250,000 (Input estimate)

Tel 01 836 9975

Associate companies:

Computer Systems International

Ltd

Computer Personnel International

COMPUTER ASPECTS LTD

53 University Street

Belfast 1

I.F. Larmour, Managing Director

Private

T/O £30,000 (Input estimate)

Tel (0232) 26306

Directory of Computer Services Companies

COMPUTER ASSESSMENTS LTD

Richmond House
Lavender Walk
Leeds 9
Yorks

Mr. R.E. Riggall, Managing Director
Private
T/O £312,500 (Input estimate)
Tel (0532) 456707

COMPUTER DATA SERVICE (NORTHERN) LTD

50 Burnswick Road
Sheffield

P. Greenwood, Managing Director
Owned By: Henry Wigfall & Son Ltd.
Rutland Road, Sheffield
T/O £500,000
Tel (0742) 25775
Associate companies:
Grimoldby Data Services Ltd

COMPUTER CONSORTIUM SERVICES

5 Windmill Street
London W.1.

R.C. Gifford, Managing Director
Owned By: SIA Ltd -
have a minority shareholding
Tel 01 636 3118

See CSS Ltd
SIA Ltd

COMPUTER & DESIGN SERVICES LTD

19b Moor Road
Broadstone
Dorset

G. Garner, Managing Director
Private
T/O £30,000 (Input estimate)
Tel (0202) 697341

COMPUTER DATA PREPARATION SERVICES LTD (CDPS)

Westminster Buildings
High Street,
Doncaster
Yorks

George Karpiak, Managing Director
Private
T/O £80,000 (Input estimate)
Tel (0302) 65666

COMPUTER DESIGN SYSTEMS

31-33 The Crescent
Manchester M5 4PF

A.L. Britch, Managing Director
Private
T/O £1,000,000 (April 78)
Tel 061 737 5213

COMPUTER DATA PROCESSING LTD

Computer Centre
Oakfield House
Perrymount Road
Haywards Heath
W. Sussex.

Owned By: IPC Business Press
T/O £2,250,000 (Input estimate)
Tel (0444) 59188
Associate Companies:
Computaprint Ltd

Directory of Computer Services Companies

COMPUTER FACILITIES LTD

St. Vincent House
Normanby Road
Scunthorpe
Lincs D15 8QT

J.E. Midgley, Managing Director
Owned By: Clugstore (Holdings)
Ltd (Construction Co)
T/O £875,000 (Input estimate)
Tel (0724) 63167

COMPUTERLINE LTD

Station Road
Addlestone
Weybridge Surrey KT15 2PW

P.J. Rowe, W.N.J. Pears,
Managing Directors
Private
T/O £400,000 (July 77)
Tel 97 40298

COMPUTER INFORMATION SERVICE LTD

286 Pentonville Road
London N1

W.D. Shirley, Managing Director
Private
T/O £120,000 (Input estimate)
Tel 01 278 5187

COMPUTER & MANAGEMENT EDUCATION SERVICES (SOFTWARE) LTD

75-76 Little Britain Street
London EC1

Owned By: CMES (Holdings) Ltd
Tel 01 600 0711

COMPUTERISED BUSINESS SYSTEMS LTD

Wroughton Place, Ely
Cardiff

South Glamorgan, CF5 4XB
I.A. Monro, Managing Director
Owned By: I.A. Monro & W.J. Williams
T/O £750,000 (1977/78)
Tel 0222 562255

COMPUTER PEOPLE LTD

VLI House
68-69 St. Martins Lane
London WC2N 4JS

G.M. Roger Evans, Managing
Director
Owned By: VLI Group Ltd
T/O (See VLI)
Tel 01 240 2441
Associate companies:
See VLI Group Ltd

COMPUTERISED PAYROLL SERVICES

12 Royal Parade
Dawes Road
London SW6

Paul Fishman, Chief Executive
Private
T/O £100,000
Tel 01 381 1187

COMPUTER PEOPLE CONTRACTS LTD

VLI House
68-69 St. Martins Lane
London WC2N 4JS

Jim Kane, Managing Director
Owned By: VLI Group Ltd
T/O (See VLI)
Tel 01 836 8411
Associate companies:
See VLI Group Ltd

Directory of Computer Services Companies

COMPUTER PEOPLE MIDLANDS LTD

Alpha Tower
Birmingham B1 1TT
John Sharp, Chief Executive
Owned By: VLI Group Ltd
T/O (see VLI)
Tel 021 643 2317
Associate Companies:
See VLI Group Ltd

COMPUTER PEOPLE NORTH LTD

230 Stockport Road
Cheadle Heath
Cheshire SK3 0LX
C.W. Lancashire, Chief Exec)
Owned By: VLI Group Ltd
T/O (See VLI)
Tel (061) 428 0612
Associate companies:
See VLI Group Ltd

COMPUTER PERSONNEL INTERNATIONAL

110 St. Martins Lane
London WC2 4BH
Owned By: Lopex Group
Tel 01 836 6775
Associate companies:
Computer & Accounting Services
Ltd
Computer Systems International
Ltd.

COMPUTER RESOURCES LTD

See (CRL Bureau)

COMPUTER RESOURCES ABACUS LTD

(See CRL Abacus)

COMPUTER SALES & SUPPORT

199a Altway,
Aintree
Liverpool L10 6LB
Merseyside
M.A. Barton, Managing Director
Tel 051 531 9690

COMPUTER SERVICES (CANTERBURY) LTD

44 St. Peters Street
Canterbury, Kent
A.M. Terry, J.A. Terry,
Partners
Private
T/O £102,000 (Input estimate)
Tel (0227) 68777

COMPUTER SERVICES CENTRE (LONDON)

LTD
CSC House
Brunel Road
London W3 7XR
A.P. Debney, Managing Director
Owned By: CSC (Holdings) Ltd.
T/O £1,300,000 (March 78)
Tel 01 749 1481
Associate companies:
Computer Services Centre
(Merseyside) Ltd
ISIS Computer Services Ltd
Sirius B Computer Systems Ltd

Directory of Computer Services Companies

COMPUTER SERVICES CENTRE (MERSEYSIDE) LTD

66 Long Lane

Aintree

Liverpool L9 9HB

R.B. Halford, Managing Director

Owned By: Computer Services (Holdings) Ltd.

T/O £1,300,000 (March 78)(with London)

Tel 051 521 6767

Associate companies:

Computer Services Centre
(London) Ltd

ISIS Computer Services Ltd

Sirius B Computer Systems Ltd

COMPUTER SYSTEMS INTERNATIONAL LTD

110 St. Martins Lane

London WC2N 4BH

P.W. Hunter, Managing Director

Owned By: Lopex Ltd

T/O £314,000 (Input estimate)

Tel 01 836 6775

Associate companies:

Computer Accounting Services Ltd

Computer Personnel International
Ltd

COMPUTER SERVICES (SOUTH WEST) LTD

Millbay Road

Plymouth

Devon

F.G. Knight, Managing Director

Public Company

T/O £250,000 (Dec 77)

Tel (0752) 68814

COMPUTER TIME BROKERS LTD

Queens House

Holly Road

Twickenham

Middlesex

B.T. Cross, Managing Director

Owned By: Computer World Trade Ltd

Tel 01 891 0731

COMPUTERSKILLS LTD

Blue Bridge Lane

York YO1 4AS

E. Goodwill, Managing Director

Owned By: Alne Brick Co. Ltd

T/O £450,000 (Input estimate)

Tel 0904 20555

COMPUTER TIME RESOURCES

75-76 Little Britain Street

London EC1

C.F. Bertheson, Managing Director

Owned By: CMES (Holdings) Ltd.

T/O £40,000 (1978/79)

Tel 01 600 0711

Associate companies:

Business & Computer Management
Personnel Ltd (BCMP)

CMES Software Ltd

CMES (Turnkey Systems) Ltd.

COMPUTER SYSTEMS & PROGRAMMING LTD

(Taken over by Datalogic)

COMPUTER TWO THOUSAND

217 Tottenham Court Road

London W.1.

Tel 01 637 3265

Directory of Computer Services Companies

COMPUTER WORLD TRADE LTD

Excell House
Trust Industrial Estate
Wilbury Way
Hitchin, Herts
Tel (0462) 4472
Associate companies:
Computer Time Brokers Ltd

CONSTRUCTION COMPUTING LTD

Darley Dale
Matlock
Derbyshire DE4 3AF
Dr. M.E. Fleming, Managing Director
Private
T/O £250,000 (1977)
Tel (06 4257

COMSHARE LTD

32-34 Gt. Peter Street
London SW1
Ian McNaught-Davis, Managing Director
Owned By: Comshare International B.V.
T/O £5,550,000 (1977)
Tel 01 222 5665

COOPERS & LYBRAND ASSOCIATES LTD

Shelley House
3 Noble Street
London EC2V 7DQ
Tel 01 606 4040

CONTACT LTD

106 Kent House
87 Regent Street
London W.1.
Miss Josephine Wans, Director
Private
T/O £50,000 (Input estimate)
Tel 01 437 4521

CORINIUM COMPUTER CENTRE LTD

Dollar St. House
Circencester Glos.
GL7 2AN
R. Fenton, Managing Director
Private
T/O £60,000
Tel (0285) 2117

COOPERATORS (PROFESSIONAL COMPUTER OPERATORS) LTD

VLI House
68-69 St. Martins Lane
London WC2N 4JS
Clyde Perkins, Managing Director
Owned By: VLI Group Ltd
T/O (See VLI)
Tel 01 836 8411
Associate companies:
See VLI Group Ltd

CORT COMMERCIAL REAL-TIME LTD

37 Church Street
Twickenham
Middlesex
G. Waldren, Chairman
Private
T/O £1,500,000 (April 78)
Tel 01 891 0277

Directory of Computer Services Companies

COTSWOLD COMPUTER SERVICES LTD

Computer Centre
Yate, Bristol BS17 5HG
C. Willmott, Managing Director
Owned By: Newman Industries Group
T/O £375,000 (Input estimate)
Tel (0454) 318209

CP COMPUTER SUPPORT SERVICES

4th Floor
Haymarket House
Haymarket Centre
Leicester LE1 3EG
T/O £160,000 (Input estimate)
Tel (0533) 23937

COUNTY COMPUTER CENTRES (OXFORD) LTD

Forestry House
Gt. Milton
Oxon
D. Parks, Managing Director
Part Owned By The Economic
Forestry Group
T/O £500,000 (Input estimate)
Tel (08446) 777

CPC COMPUTER PERSONNEL CONSULTANTS LTD

4th Floor
The Rotunda
New Street
Birmingham 2
P. Convey, Michael Hessian
Joint Managing Directors
Private
T/O £55,000 (Sept 77)
Tel 021 632 6848

COVEFORD DATA SYSTEMS LTD

2 Courtyard
Denmark Street
Wokingham, Berks
B.S. Bidston, Gen. Manager
Private
T/O £200,000 (July 78)
Tel (0734) 791225

C.P.S. DATA SYSTEMS Ltd

Serck House
737 Warwick Road
Solihull, Warwick
J.G. Sewell, E. Robins,
R.D. Bridgewater, Directors
T/O £125,000 (Input estimate)
Tel (021) 7042655
Associate companies:
See entry below

COX COMPUTER BUREAU

73 The Street
Ashted, Surrey KT21 1AA
Owned By: H. Cox & Sons (Plant Hire) Ltd
Tel 27 77711

C.P.S. (DATA ENTRY) LTD

4 Babington Lane
Derby
J.G. Sewell, E. Robins
R.D. Bridgewater, Directors
Private
T/O £108,000 (Input estimate)
Tel (0332) 363567
Associate companies:
See entry above

Directory of Computer Services Companies

CRANFIELD COMPUTER SERVICES LTD

104 Park View Road
Welling, Kent
Owned By: Various
T/O £400,000,000 (1978/79)
Tel 01 304 8326

CRC LTD

(See Cybernetic Research
Consultants Ltd)

CRENDON COMPUTING & CONSULTANTS LTD

Thame Road
Long Crendon
Aylesbury, Bucks
R.S. Reid, Managing Director
Owned By: Crendon Concrete Co. Ltd.
T/O £100,000
Tel (0844) 208489

CRL ABACUS

48 Queens Road
Coventry CV1 3EH
Warwicks
I. Pye, T. Yates, Joint Managing
Directors
Owned By: Computer Resources Group Ltd
T/O £1,875,000 (Input estimate)
Tel (0203) 58089
Associate companies:
CRL Bureau
Facilities Management Ltd
Recruitment Resources Ltd

CRL BUREAU

58 Gt. Marlborough Street
London W.1.
Tony Richardson, Managing Director
Owned By: Computer Resources Group Ltd
T/O £250,000 (Input estimate)
Tel 01 437 4083
Associate companies
CRL Abacus
Facilities Management Ltd
Recruitment Resources Ltd

CROSS COMPUTER GROUP LTD

Barry House
20-22 Worple Road
Wimbledon
London SW19 4DH
P.J. Cross, Managing Director
Private
T/O £400,000 (Input estimate)
Tel 01 947 7411

CSC UK COMPUTER SCIENCES COMPANY LTD

20 Savile Row
London W1X 1AE
Keith Nicol, Managing Director
Owned By: Computer Sciences Europe,
which
is owned by Computer Sciences Corpn.
Tel 01 437 3043

CSS INTERNATIONAL (UK) LTD

242 Vauxhall Bridge Road
London SW1V 1AU
Frank B. Lee, Managing Director
Owned By: National CSS Inc.
T/O £273,000 (Input estimate)
Tel 01 834 2223

Directory of Computer Services Companies

CTS CONTROL TAPE SERVICES

Glaziers Lane
Normandy, Surrey
V.A. Wardale, B.M. Wardale
Partners
Private
T/O £50,000 (Input estimate)
Tel (048 642) 2432

CYBERNETIC TEACHING SYSTEMS LTD

89 Park Lane
Castle Donnington
Derby
Private
T/O £50,000 (Input estimate)
Tel 0332 810639

CUMBRIA COMPUTER SERVICES LTD

9 Victoria Place
Carlisle CA1 1EJ
R. Liddell, Managing Director
Owned By: Armstrong Watson and Co. Ltd
accountants
T/O £125,000 (Input estimate)
Tel (0228) 38682

CYBERNET TIME SHARING

83 Clerkenwell Road
London EC1
W.A. Cavender, Managing Director
T/O £4,000,000 (Group) 1977
Owned By: G.S.I. International
Tel 01 242 0747
Associate companies
Cybernetic Research
Consultants Ltd
Quotel Insurance Services
Scan

CWS COMPUTER SERVICES

New Century House
Manchester M60 4ES
Tel 061 834 1212

CYBERNETIC RESEARCH CONSULTANTS LTD

(Trade as AMR)
83 Clerkenwell Road
London EC1
T.J. Barnett, Managing Director
Owned By: G.S.I. International
Tel 01 242 0747
Associate companies:
Cybernet Time Sharing
Subsidiaries: Quotel Insurance
Services/Scan

CYPHER COMPUTERS LTD

Bank House
Carliol Square
Newcastle upon Tyne 1
R. Winterburn, Managing Director
Owned By: Benton Television
T/O £150,000 (Input estimate)
Tel (0632) 21705

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

DALTON DATA SERVICES LTD

8 York Road
Leeds, W. Yorks.

J.H. Dalton, Managing Director
Private

T/O £270,000 (Input estimate)

Tel (0532) 481125

DATA CONSULTANTS LTD

56 High Street
Sutton Coldfield
West Midlands, B72 1UG

Ron Smith Chairman and
Managing Director

Tel 021 355 3551

DAMAN COMPUTER SERVICES

Kennedy House
Rutland Street
Swinton
Manchester M27 2AU

L.J. Watson, R. Baines

Partners

Private

T/O £100,000 (Input estimate)

Tel 061 793 7015

DATA CONTRACTS LTD

56 Grove Road
Walthamstow
London E17 9BN

R.L. Prance, Managing Director

Private

T/O £70,000 (Input estimate)

Tel 01 556 6444

DATA CALL LTD

177 Kirkstall Road
Leeds, LS4 2AQ
W. Yorks.

Mrs A. Goulding, Managing Director

Owned By: Jonas Woodhead & Sons Ltd

T/O £437,500 (Input estimate)

Tel (0532) 459625

DATA COUNT LTD.

308 Chiswick High Road
London W4

Owned By: A Firm of chartered accountants.

T/O £40,000 (Input estimate)

Tel 01 995 8709

DATA COMPUTING & CONSULTANCY

9-11 Lower Road
Sutton, Surrey

R.R. Boden, Managing Director

Private

T/O £50,000 (1977)

Tel 01 643 6326

DATA-DAY LTD

1 Kings Mews
London WC1

V. Chambers, Partner

Private

Tel 01 242 8916

DATA ENCODING SERVICES LTD

58 Windmill Road
Hampton Hill
Middx.

A.F. Lunn, Managing Director

Private

T/O £300,000 (Input estimate)

Tel 01 979 8241

Directory of Computer Services Companies

DATA ENTERPRISES (GLASGOW) LTD.
25 Wellington Street
Glasgow G2, Scotland
M. Cowan, H. Mackingen, Directors
Private
T/O £200,000 (Input estimate)
Tel 041 221 1357

DATA-LINK
Station Chambers
Woodcote Road
Wallington, Surrey
Derek Birmingham, Managing Director
Data-Link is trading name of
Delta Lambda Ltd of the same address
T/O £625,000 (Input estimate)
Tel 01 669 0006/7/8

DATAGRAPHIX LTD.
New Lodge
Drift Road
Winkfield, Berks.
Hugh Roberts, Managing Director
Owned By: General Dynamics Inc
San Diego, USA
Tel (03447) 5611

DATA LINK (CI) LTD.
Les Banques
St. Peter Port
Guernsey, C.I.
Don Crossley, Managing Director
Owned By: Fruit Export Co. Ltd.
T/O £325,000 (Input estimate)
Tel (0481) 26561

DATA INTERNATIONAL
37 Cherry Orchard Road
Croydon, Surrey
Derek Silver, Managing Director
Private
T/O £312,500 (Input estimate)
Tel 01 686 0266

DATALOG MANAGEMENT SYSTEMS LTD
417b Bitterne Road
Bitterne
Southampton, Hants.
D.A. Wild, Managing Director
Private
T/O £28,000 (Aug 77)
Tel (0703) 441866

DATA-J LTD
7 Churchill Ct.
Rustington
W. Sussex BN16 3DA
A.D. Jenkins, Managing Director
Tel (090 62) 72902

DATA LOGIC LTD
320 Ruislip Road East
Greenford, Middx.
Alan Thomas, Managing Director
Owned By: Cossor Electronics (Raytheon)
T/O £2,400,000 (Dec 77)
Tel 01 578 9111

Directory of Computer Services Companies

DATA NETWORKS (COMPUTER BUREAUX) LTD

Moor Street, Brierley Hill
West Midlands

R. Hayhurst, E. Blazier

Managing Directors

Private

T/O £750,000 (Input estimate)

Tel (0384) 76221

DATAPRON SERVICES LTD

114 High Street

Erdington

Birmingham B23 6RS

B. Pagett, Managing Director

Private

T/O £120,000 (May 78)

Tel 021 373 8293

DATAPREP COMPUTER SERVICES LTD

7 Woodfield Road

London W9 2PA

R.W. Phillips, Managing Director

Private

T/O £1,000,000 (Input estimate)

Tel 01 286 2362

DATA PUNCH LTD

167 St. Vincent Street

Glasgow G2

Scotland

W. J. McLauchlin, Managing Director

Private

T/O £120,000 (April 78)

Tel 041 248 6951

DATA PREP SERVICES

Colmore House

17-19 Colmore Row

Birmingham B2 3BH

G.T. Smith, Managing Director

Private

T/O £60,000 (Input estimate)

Tel 021 236 5651

DATA SCIENCES INTERNATIONAL LTD

Sheepscar St. South

Leeds LS7 1AW, West Yorks.

Denton Y. Smith, Managing Director

Owned By: Barr & Wallace Arnold Trust (100%)

T/O £1,750,000 (Dec 77)

Tel 0532 41541

DATAPRO LTD

102 Queens Road

Brighton, East Sussex

G.J. Nicholas, Managing Director

Private

T/O £1,500,000 (Input estimate)

Tel (0273) 202006

DATA SERVICES (EAST MIDLANDS) LTD

The Northfield Hall

Lincoln Road

Peterborough

Northants

Tel (0733) 61944

Directory of Computer Services Companies

DATA SERVICES HAVERING LTD

170-180 High Street

Hornchurch Essex.

F. Goddard, Managing Director

Private

T/O £480,000 (Input estimate)

Tel 49 56218

DATASERV LTD

2nd Floor, Concord House

The Centre

Feltham, Middx.

C.A. Lawson, Managing Director

Owned By: Data Express Ltd.

T/O £1,300,000 (Input estimate)

Tel 01 890 4078

DATA 77

Stuart House

81 Bridge Street

Walsall, Staffs.

Sue Roper, Chris Broadhurst,

Partners

Private

T/O £30,000 (Input estimate)

Tel (0922) 30424

DATASKIL LTD

Reading Bridge House

Reading Bridge Approach

Reading RG1 8PN

Berks.

R.V. Holley, Managing Director

Owned By: ICL 100%

T/O £16,000,000 (Input estimate)

Tel 0734 581258

Associate companies

Baric Computing Services Ltd

DATASTREAM INTERNATIONAL LTD

9-12 King Street

London EC2

A.L. Helman, Managing Director

Associate coy. of BOC Datasolve

who have 35% holding

T/O £2,250,000 (Input estimate)

Tel 01 600 6411

Associate companies:

BOC Datasolve Ltd

Knight Computer Services

Lincoln House Computer Services

Systemsolve (Computer Services) Ltd

Triad Computing Services Ltd

DATA TRAINING LTD

Arndale House

Chester Road

Stretford

Manchester M32 9BH

Peter Curtis, Managing Director

Private

T/O £300,000 (Input estimate)

Tel 061 865 7931

DATA TRANSFER INTERNATIONAL LTD

1136 Whitgift Centre

Croydon, Surrey, CRO 1UZ

Brian Gehlcken, Managing Director

Private

T/O £550,000 (Input estimate)

Tel 01 681 1041

DATATREK (SOUTHERN) LTD

1-3 Brixton Road

London SW9 6DQ

Tel 01 735 9982

Directory of Computer Services Companies

DATAWEST LTD

Horton Road
Colnbrook
Slough, SL3 OBE, Bucks.

M.L. Rowland, Director/General Manager
Owned By: Wests Piling & Construction Ltd.
T/O £250,000 (Input estimate)
Tel 964 4904

DATAWORK LTD

Hambledon Road
Waterlooville
Hants. PO7 7TY

J.B. Williams, Director/
General Manager
Tel (07014) 54661

DAVY COMPUTING LTD

Moorfoot House
2 Clarence Lane
Sheffield S3 7UZ
S. Yorks

R.J. Watt, Managing Director
Owned By: Davy International 100%
T/O £2,000,000
Tel 0742 71201

DBA COMPUTER SERVICES LTD

21 Morley Street
London SE1

C. W. Jacot, Managing Director
Private
T/O £100,000 (Input estimate)
Tel 01 633 9356

DEC

(See Digital Equipment
Co. Ltd)

DELOITTE HASKINS & SELLS

128 Queen Victoria Street
London EC4P 4JX

Private

T/O £1,000,000 (Input estimate)
Tel 01 248 3913

DELTA COMPUTER SERVICES (1978) LTD

3rd Floor
21 Gt. Castle Street
London W1N 7AA
Moving to)
23 Craven Hill Mews
London W2

R. Ballan, Managing Director
T/O £150,000 (1977)
Tel 01 408 1015/1040

DELTA LAMBDA LTD

(See Data-Link)

DELTOM COMPUTER SERVICES LTD

Jubilee Estate
Foundry Lane
Horsham, Sussex

E.P. Delgado, Managing Director
Private
T/O £40,000 (Input estimate)
Tel 0403 3699/3728

DENCO (HOLDINGS) LTD

PO Box 11
Hereford

A.S. Millar, Chief Executive
Owned By: Denco (Holdings) Ltd
T/O £80,000 (Input estimate)
Tel (0432) 68151

Directory of Computer Services Companies

DESIGN OFFICE CONSORTIUM

Guildhall Place

Cambridge, Cambs.

R.W. Howard, Chief Executive

Company limited by guarantee -

supported by Depts of Industry &

Environment + members subscription

T/O £60,000 (Input estimate)

Tel (0223) 311246

Associate companies:

Computer Aided Design Centre

DIGITAL-COMMERCIAL

COMPUTER CENTRE

James Watt House

279 Tottenham Court Road

London W1

Branch Mngr. A. Sangeri

Owned By: Digital Equip. Co. Ltd.

Tel 01 637 5200

DEWCO SERVICES

22 Park Street

Bristol 1

Private

T/O £187,500 (Input estimate)

Tel (0272) 291781

DIGITAL EQUIPMENT COMPANY LTD (SOFTWARE SERVICES)

Digital House

252-256 Kings Road

Reading RG1 4HS

L. Catell, Managing Director

Owned By: Digital Equipment Corp.

Tel (0784) 583555

DIALOG COMPUTING INTERNATIONAL LTD

97 Arthur Road

London SW19 7DP

Tel 01 946 2377

DISTRIBUTION COMPUTER SERVICES LTD

Highfield House

Highfield Road

Levenshulme

Manchester 19

A.T. White, Managing Director

Private

T/O £650,000 (1978)

Tel 061 224 3274/5/6

DIGITAL APPLICATIONS

INTERNATIONAL LTD

Axtell House

Warwick Street

London W1

Mrs C. Ewing, Managing Director

Tel 01 734 5486

DISTRIBUTION COMPUTER SYSTEMS

Sovereign House

Queens Road

Coventry, CV1 3EG

S. Convey, Managing Director

Private

T/O £60,000 (Input estimate)

Tel (0203) 58746

Directory of Computer Services Companies

DIXONS DATA PROCESSING

54-58 High Street
Edgware, Middx.
M. Souhami, Managing Director
T/O £687,500 (Input estimate)
Tel 01 952 2345

DON COMPUTER SERVICES LTD

Livesey Street
Sheffield S6 2AP
S. Yorks.
Owned By: George Bassett Holdings Ltd
T/O £250,000 (Input estimate)
Tel (0742) 349391

DLA COMPUTER SERVICES LTD

214 Harlequin Ave.
Brentford, Middx.
F.I. Lawrence, Managing Director
Private
T/O £160,000 (Input estimate)
Tel 01-568 7331

DONOGHUE INFORMATION SYSTEMS LTD

Shenstone Drive
Aldridge
West Midlands
L. Gwynne, Managing Director
Private
T/O £562,500 (Input estimate)
Tel (0922) 56955

DMR COMPUTER LTD

24 Foster Road
Frome, Somerset
P.T. Carpenter, Managing Director
Private
Tel (0373) 2216

DONOVAN DATA SYSTEMS INC

8 Hill Street
London W1
Michael Donovan, President
Private
T/O £255,000 (Input estimate)
Tel 01 629 9913

DN COMPUTER SERVICES LTD

St. Martins Street
Rochdale, Lancs.
Neville Roberts, Managing Director
Private
T/O £500,000 (annually)
Tel (0706) 54711

DORSET COMPUTER SERVICES LTD

69 St. Thomas Street
Weymouth, Dorset
B.C. Blakesley, Managing Director
Private
T/O £50,000 (Input estimate)
Tel 03057 3520

Directory of Computer Services Companies

D.P. ADVISERS LTD

84 Bedford Hill
London SW12
E.A. Clark, Managing Director
Private
T/O Group £250,000 (Dec 1977)
Tel 01 673 3322

DUMFRIES COMPUTER BUREAU LTD

70 Buccleuch Street
Dumfries DG1 2AA
Scotland
Mrs M. C. Holgate, Managing Director
Private
T/O £35,000 (78 May)
Tel (0387) 61468

D.P. SUPPORT SERVICES LTD

Kent House
87 Regent Street
London W1
Christina Carr, Managing Director
Private
T/O £120,000 (Input estimate)
Tel 01 437 2062

DUNCAN BRANSOM LTD

37 Hillcrest Road
Loughton, Essex.
A.R.B. Griffiths, Managing Director
Private
Tel 01 508 5121

DRAYTON JAMES LTD

6 Warwick Ct.
London WC1R 5DH
D.J.N. Johnson, Managing Director
Private
T/O £30,000 (Input estimate)
Tel 01 405 9123

DUNDEE BUSINESS SYSTEMS LTD

191 Strathmartine Road
Dundee
J.A. Cargill, Managing Director
Private
Tel (0382) 817007

DRS DATA & RESEARCH SERVICES LTD

16 Burners Lane
Kiln Farm
Milton Keynes, MK11 3HB
Malcolm Brighton, Managing Director
Private - Kleinwort Benson largest
single shareholder although less than 50%
T/O £500,000 (Dec 77)
Tel (0908) 567114

DUPORT COMPUTER SERVICES LTD

Sedgley Road East
Tipton, West Midlands
DY4 7RT
D.M. Kelson, Managing Director
Owned By: The Duport Group
T/O £1,250,000 (Input estimate)
Tel 021 557 4922

Directory of Computer Services Companies

EASIBEE COMPUTING LTD
133-135 High St. North
London E6 1HZ
Private
T/O £80,000 (Dec 77)
Tel 01 471 4884

EDP (JERSEY) LTD
28-34 Hill Street
St. Helier
Jersey, C.I.
Ray Curtis, Managing Director
Private
T/O £200,000 (Input estimate)
Tel (0534) 24531

EASTERN COMPUTER SERVICES LTD
Carr Road Industrial Estate
Royce Road
Peterborough, Northants.
John H. Marshall, Managing Director
Owned By: Geest Organisation
T/O £532,500 (1977)
Tel (0733) 51231
Associate companies:
Cambridge Computer Services Ltd
Geest Minicomputer Services Ltd
Midlands Computing Centre

EDP SERVICES
20-26 Wellesley Road
Croydon, CR9 2TB
Tel 01 688 5611

ECONOMIC DATA SERVICES LTD
109 Corporation Street
St. Helens, Lancs.
J. Dyson, Managing Director
Tel (0744) 33176

EDP SYSTEMS LTD
52-53 Margaret Street
London W1
A.E. Nichols, Managing Director
Private
T/O £150,000
Tel 01 637 5796

EDMONSON COMPUTER SERVICES
32 Wharf Street
Sowerby Bridge
Halifax, W. Yorks.
HX6 2AE
M.A. Edmonson, Proprietor
Private
T/O £15,000 (April 78)
Tel (0422) 33148

EJV DATA SERVICES LTD
92-94 Tooley Street
London SE1
I.D. Venner, Managing Director
Owned By: E.J. Venner & Co. Ltd. (100%)
T/O £150,000 (Input estimate)
Tel 01 407 8791

ELECTRONIC DATA PROCESSING LTD
Bank House
100 Queen Street
Sheffield S1 2DW
R.J. Jowitt, Managing Director
Private Limited Company
T/O £575,000 (Input estimate)
Tel (0742) 28094

Directory of Computer Services Companies

EMERALD DATA SERVICES

21 Hazelwood Lane
London N13
Mrs B. Hart, Sole Proprietor
Private
T/O £100,000 (Input estimate)
Tel 01 882 2151

EUROCO COMPUTER SERVICES LTD

22 Newman Street
London W1P 3HB
J. Connelly, Managing Director
Private
T/O £900,000 (1978)
Tel 01 637 9696
Associate companies:
Learmonth & Burchett Management
Systems Ltd

ENGINEERING SOLUTIONS LTD

Prudential House
Wellesley Road
Croydon, Surrey
Private
Tel 01 686 7661

EUROCOM DATA LTD

3 High Street
Rickmansworth, Herts.
J. Wallace, Managing Director
Owned By: National Westminster Bank 100%
T/O £1,300,000 (Sept 77)
Tel 87 79233
Associate companies:
Centrefile Ltd
Independent Computer Services Ltd

ESCO COMPUTING LTD

Fortune House
74 Waterloo Street
Glasgow
C.G. Graham, Managing Director
Private
T/O £312,500 (Input estimate)
Tel 041 204 1811

EURODATA COMPUTER SERVICES LTD

12 Graham Road
Purley, Surrey CR2 2EL
J.W. Baxter, Managing Director
T/O £350,000 (Input estimate)
Tel (073 781) 2809

ESSEX CALCULATING SERVICE LTD

Caldare House
144-146 High Road
Chadwell Heath
Romford, Essex.
D.L. Bull, Managing Director
T/O £200,000 (Input estimate)
Tel 01 590 1155

EUROLOGIC SOFTWARE LTD

112 Canbury Passage
Richmond Road
Kingston upon Thames
Surrey
W.A. Wells, Managing Director
Owned By: The Wellorax Group
T/O £200,000 (Input estimate)
Tel 01 549 8933
Associate companies:
Wellorax Ltd
Wellorax Wordcrunchers Ltd

1978

Directory of Computer Services Companies

EXCEL DATA LTD

150 Holland Street

Glasgow G2

M. Cunningham, Managing Director

Private

New Company

Tel 041 331 2777

EXTEL COMPUTING LTD

1-9 City Road

London EC1

Michael W. Warburg, Managing Director

Owned By: Exchange Telegraph Co.

T/O £2,120,000 (1977/78)

Tel 01 638 5544

INPUT

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

FABER COMPUTER OPERATIONS LTD
18 Upper Marlborough Road
St. Albans, Herts.
D. Curtis, Managing Director
Private
T/O £175,000 (Input estimate)
Tel 56 61222

FENI DATA
Hollybrook Road
Southampton, Hants.
Howard Neale, Managing Director
Owned By: Sunlight Services Group of Cos.
T/O £220,000 (1977)
Tel 0703 778115

FACILITIES MANAGEMENT LTD
Atlas House
Chorleywood
Bolton, Lancs
Colin Appleton, Managing Director
Owned By: Computer Resources
Group Ltd
T/O £300,000 (Input estimate)
Tel (0204) 491318
Associate companies:
CRL Abacus
CRL Bureau
Recruitment Resources Ltd

FERNHART LTD
Zodiac House
163 London Road
Croydon, Surrey
Tel 01 681 6044

FERRANTI CETEC GRAPHICS LTD
Crewe Toll
Ferry Road
Edinburgh
D.G. Petts, Managing Director
Private
T/O £90,000 (March 1978)
Tel 031 343 2171

FALCON COMPUTER BUREAU LTD
6-20 Burrell Row
Beckenham, Kent
BR3 1AT
A.W. Cranfield, Managing Director
Private
T/O £375,000 (Input estimate)
Tel 01 658 0227

FINANCIAL DATA SERVICES LTD
6 Salem Road
London W2
Owned By: Mercury Securities
T/O £700,000 (Input estimate)
Tel 01 229 9431

FASB (DATA PROCESSING) LTD
PO Box 31
Bective Road
Alverthorpe
Wakefield, W. Yorks.
M.J. Bighin, Managing Director
Owned By: Sirdar Ltd.
T/O £300,000 (Input estimate)
Tel (0924) 75031

F INTERNATIONAL LTD
The Bury, Church Street
Chesham, Bucks. HP5 1LB
Mrs Suzette Harold, Managing Director
Private
T/O £5,000,000 (Input estimate)
Tel 02405 4999

Directory of Computer Services Companies

FITZROY COMPUTER SYSTEMS LTD

Elmhurst, Fairmile Lane
Cobham, Surrey
D.W. Brown, Managing Director
Private
T/O £25,000 (Input estimate)
Tel 266 5912

FORMAT DATA SERVICES

Ground Floor
Watergate Buildings
Sandhill
Newcastle-upon-Tyne
J. Hunter, Sole Proprietor
Private
T/O £42,000 (April 1978)
Tel (0632) 21093

FLETCHER COMPUTER SERVICES LTD

2115 Coventry Road
Sheldon, Birmingham
B26 3EA
J. Davis, Managing Director
Private
T/O £400,000 (Dec 77)
Tel 021 743 8721

FORMDESIGN LTD

National Works
Hall Street
Dudley, W. Midlands
J.J. Smith, Managing Director
Private
T/O £1,000,000 (Input estimate)
Tel (0384)213061

FORGE BUSINESS SERVICES LTD

11 Pleasant Place
Hersham
Walton-on-Thames, Surrey
T.C. Leather, Managing Director
Private
T/O £470,000 (Input estimate)
Tel 98 29880

FORMSCAN LTD

Park Road
Frome
Somerset
A. Harle, Managing Director
Private
T/O £60,000 (Input estimate)
Tel (0373) 61330

FORMAT

Broomfield Hall Buildings
Chobham Road
Sunningdale, Berks.
M.G. Midgley, Managing Director
Private
T/O £120,000 (Input estimate)
Tel (0990) 21573

FOSSE COMPUTER SERVICES LTD

Charnwood Precinct
Loughborough, LE11 0BW
Leics.
D.J. Theobald, Managing Director
Owned By: W & E Turner Shoes Ltd &
J. Frisbys Shoes Ltd.
T/O £100,000 (Input estimate)
Tel (0509) 66445

Directory of Computer Services Companies

FRAMPTON COMPUTER SERVICES LTD
(See ISIS Computer Services)

FRANKLIN COMPUTER SERVICES
Nightway House
46 Oldham Street
Manchester 4

Private
T/O £200,000 (Input estimate)
Tel 061 236 8333

FRASER WILLIAMS & CO. LTD
Port of Liverpool Buildings
Pierhead
Liverpool L3 1BY
T. McCafferty, E. R. Williams,
Managing Directors
Private
T/O £2,000,000 (Input estimate)
Tel 051 227 3371

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

GALDOR COMPUTING

The Galdor Centre
52 Brighton Road
Surbiton, Surrey
A.M. Keene, Managing Director
Private
T/O £9,000 (1976/77)
Tel 01 399 1300

GAMMA ASSOCIATES LTD

Compass House
The Ropewalk
Nottingham
G. Coggan, Managing Director
Private
T/O £1,125,00 (Input estimate)
Tel (0602) 49555

GANDLAKE COMPUTER SERVICES

6 Rectory Close
Tadley, Hants
W. Laker, J. Gandley, Partners
Private
T/O £90,000 (Dec 77)
Tel (073 56) 2509

GEC-MIDLAND COMPUTER SERVICES LTD

Lichfield Road
Stafford ST17 4LN
Staffs (moving in Jan '79)
R.W. Northwood, Managing Director
Owned By: The General Electric
Co. Ltd
T/O £4,350,000 (Input estimate)
Tel (0785) 54543

GEEST COMPUTER SERVICES GROUP

(See Cambridge Computer
Systems Ltd
Midlands Computing Centre
Eastern Computer Services Ltd.
Geest Minicomputer Systems Ltd)

GEEST MINICOMPUTER SYSTEMS LTD

Centre City House
Hill Street
Birmingham B5 4UB
G.J. Gough, Managing Director
Owned By: Geest Computer Services
T/O £1,000,000 (new company)
Tel 021 6439313
Associate companies:
Cambridge Computer Services Ltd
Eastern Computer Services Ltd
Midlands Computing Centre

GEMINI COMPUTER SYSTEMS LTD

Gillingham House
Gillingham Street
London SW1V 1HU
P.W.M. Dodds, Managing Director
Owned By: CAP, Gemini, Sogeti Group
T/O £1,000,000 (Dec 77)
Tel 01 828 6634

GENERAL & ENGINEERING COMPUTER SERVICES LTD

Cunard Building
Liverpool L3 1ES
Dr. S. Ellsworthy, Managing Director
Owned By: Parkman Group-Consultant
Civil/Structural Engineers
Tel 051 236 3309

1978

Directory of Computer Services Companies

GENESYS LTD

Lisle Street
Loughborough
Leics

T.O. Maxwell, Managing Director
Owned By: National Research
Development Corp.
T/O £450,000 (1977-78)
Tel (0509) 39185

GLOUCESTER DATA SERVICES LTD

Gloucester Trading Estate
Hucclecote,
Gloucester

R.C. Pearson, S. Morris,
Managing Directors
Private
T/O £400,000 (Input estimate)
Tel (0452) 67766

GESCOMP UK LTD

Eastern Road
Bracknell
Berks

Dr. A.C. Meigh, Managing Director
Owned By: Soil Mechanics 100% - who in turn
are owned by Mowlems.
T/O £22,000 (1977)
Tel (0344) 24567

GMS COMPUTING LTD

P.O. Box 144
Smithfield House
Blonk Street
Sheffield S1 2BU
S. Yorks

Martin Chatwin, Managing Director
Owned By: The Johnson &
Firth Brown Group
T/O £580,000 (1976/77)
Tel (0742) 730191

GLASGOW COMPUTER CENTRE LTD

25 Royal Exchange
Glasgow G1
Tel 041 221 4383

**GORDON & GOTCH COMPUTER
CENTRE LTD**

32-38 Scrutton Street
London EC2A 4SS
P.J. Watts, Managing Director
Owned By: Gordon & Gotch
Holdings Ltd
Tel 01 377 9040

GLOBE COMPUTING LTD

Portland House
4 Gt. Portland Street
London W.1.
Private
Tel 01 580 3754

GOR-RAY LTD

758 Great Cambridge Road
Enfield, Middx.
A.L. Stillit, Managing Director
Owned By: Gor-Ray Ltd
T/O £200,000 (Input estimate)
Tel 01 363 1313

INPUT

Directory of Computer Services Companies

GRAMPIAN COMPUTER FACILITIES LTD

Whitemyres Avenue
Aberdeen AB9 2YY
Scotland

I.C. Greig, Managing Director
Owned By: The Aberdeen Construction Group
T/O £500,000
Tel (0224) 692903

GRESHAM COMPUTER SERVICES

105a East Street
Southampton, Hants
S.J. Green, Managing Director
Private
T/O £200,000 (Oct 77)
Tel (0703) 22210

GRANDMET INFORMATION PROCESSING LTD

Wyvern Way
Rockingham Road
Uxbridge, Middx.
UB8 2TZ

L.F. Green, Managing Director
Owned By: Grand Metropolitan Limited
T/O £4,375,000 (Input estimate)
Tel 0895 58111

GRIMOLDBY DATA SERVICES LTD

58 Gateford Road
Worksop
Notts
C. Jesinger, J. Maddison,
Joint Managing Directors
Owned By: Henry Wigfall & Son Ltd
T/O £124,000 (March 78)
Tel (0909) 2441
Associate companies:
Computer Data Services
(Northern) Ltd

GREENFIELD & DIXON COMPUTER SERVICES LTD

36 Sackville Street
Manchester M1 3WA

P. Dixon, Mr. Greenfield, Directors
Private
T/O £280,000 (Input estimate)
Tel 061 236 9673

GROUP SIGMA (SOUTHERN) LTD

3 Albemarle Road
Beckenham
Kent
Miss B.E. Safey, M.T. Safey,
Managing Directors
Private
T/O £450,000 (Input estimate)
Tel 01 650 0124/4376.

GREENS DATA PREPARATIONS

52 Far Gosford Street
Coventry, Warwick
Tel (0203) 27401

GROVE COMPUTER SERVICES LTD

56 Grove Road
Walthamstow
London E17 9BN
R.L. Prance, Managing Director
Owned By: Data Contracts Ltd
T/O £87,500 (Input estimate)
Tel 01 556 6444

1978

Directory of Computer Services Companies

GUARDGLEN LTD

149-151 Putney Bridge Road

London SW15 2NG

M. Lawrence, Managing Director

Private

Tel 01 870 1436

**GUINNESS PEAT DATA SERVICES
LTD**

75 Westminster Bridge Road

London S.E.1.

D. Berriman, Managing Director

Owned By: Guinness Mahon & Co. Ltd

merchant bank

T/O £150,000 (Input estimate)

Tel 01 928 1996

INPUT

Directory of Computer Services Companies

HADRIAN COMPUTER SERVICES LTD

Northumbria House
 Samson Close
 Killingworth
 Newcastle-upon-Tyne
 J.D. Weightman, Managing Director
 Owned By: Cattles (Holdings) Ltd.
 T/O £562,500 (Input estimate)
 Tel (0632) 685506

HALLMARK ASSOCIATES (COMPUTER SERVICES) LTD

(Also trade as Automation Services)

Hallmark House
 10 St. John's Road
 Woking, Surrey
 L. L. D. Rates, Managing Director
 T/O £137,500 (Input estimate)
 Tel 04862 64611

HAMLET COMPUTER GROUP LTD

High Street
 Alton, Hants.
 GU34 1EN
 C.J.H. Everett, Managing Director
 T/O £175,000 (Input estimate)
 Tel (0420) 83550

HARLAND COMPUTER SERVICES LTD

15 Cochrane Mews
 London NW8
 Tel 01 722 1180

HARLEQUIN BUSINESS SYSTEMS LTD

513 London Road
 Thornton Heath
 Surrey
 E. Black, Managing Director
 Tel 01 689 5419

HARRISONS COMPUTER SERVICES LTD

7 St. Johns Lane
 London EC1
 M. Harrison, Managing Director
 Private
 T/O £500,000 (1977/78)
 Tel 01 253 0798 & 01 251 4469

J. HARWELL DATA PROCESSING LTD (JHDP LTD)

99/101 Regent Street
 London W1R 7HB
 J. C. Harwell, Managing Director
 Private
 T/O £140,000 (Input estimate)
 Tel 01 734 3027

HAYMARKET COMPUTING LTD

Rodings House
 Carbone Hill
 Northaw, Herts.
 Tel 284 4130

ALAN HENRY COMPUTER SERVICES LTD

17a Dane Ct.
 Rainhill
 Liverpool, Merseyside
 Alan Henry, Managing Director
 Private
 T/O £70,000 (April 78)
 Tel 051 426 7929

HERMES COMPUTING SERVICES LTD

8/9 Giltspur Street
 London EC1A 9DE
 D. Pasea, Managing Director
 Private
 T/O £812,500 (Input estimate)
 Tel 01 248 2814

Directory of Computer Services Companies

HEYWOOD & PARTNERS LTD

30 Exchange Street East
Liverpool L2 3QB

Owned By: Duncan Fraser - actuaries
T/O £475,000 (Input estimate)
Tel 051 236 0881

HLW COMPUTER SERVICES LTD

1st Floor, Gloucester House
Smallbrook
Queensway
Birmingham B5 4HP

David Hopkins, Managing Director
Private & UCC have minority
interest (40%)
T/O £100,000
Tel 021 643 5831
Associate companies:
Software Products International

HOLE IN 80 LTD

1a Eaton Place
Reading, Berks.

B.Jackson, L.Jackson,
Managing Directors
Private

T/O £60,500 (Input estimate)
Tel (0734) 57101

**HONEYWELL NETWORK
INFORMATION SYSTEMS**

114/118 Southampton Row
London WC1B 5AB

Mike Culyer, Managing Director
Owned By: Honeywell Information
Systems Inc.
T/O £10,200,000
Tel 01 242 5725

**ROBERT HORNE COMPUTER
SERVICES LTD**

Huntsman House
Green Walk
Tower Bridge Road
London SE1

P. Stagg, Director
Owned By: Robert Horne Group
of Companies
T/O £150,000 (Sept 77)
Tel 01 407 0644

HOSKYN'S GROUP LTD

91-93 Farringdon Road
London EC1

J.M. Feeney, Managing Director
Owned By: Martin Marietta
Data Systems Inc.
T/O £6,000,000 (1977)
Tel 01 242 1951

HOURDS COMPUTING LTD

7-8 Mill Street
Stafford, ST16 2AJ

Stan Strudwick, Managing Director
Owned By: R.W. Hourd & Sons Ltd
T/O £250,000 (June 1977)
Tel (0785) 44221

**HOUSE OF CARDS
(DATA PREPARATION) LTD
AND HOUSE OF CARDS
(EMPLOYMENT DIVISION)**

231 Tottenham Court Road
London W1

H. MacLennan/Patricia Robbins,
Managing Directors
Owned By: H.H. MacLennan/P.A.D. Robbins
T/O £400,000 (1078)
Tel 01 323 1100

Directory of Computer Services Companies

EDMUND HOWARD & PARTNERS LTD

5 Brighton Road
Surbiton, Surrey
Private
Tel 01 399 9183

HUNTINGDON DATA SERVICES LTD

Barton Buildings
Howard Street
Huntingdon St.
Nottingham, Notts.
Private
T/O £130,000 (Input estimate)
Tel (0602) 52144, or 57375

HOWE-DATA LTD

88 Peterborough Road
London SW6 3EP
V.A. Howe, Managing Director
Owned By: V.A. Howe & Co. Ltd. (100%)
T/O £75,000 (Input estimate)
Tel 01 736 8262

HSV LTD (COMPUTER SERVICES)

May Place
Basingstoke, Hants.
RG21 1NT
G. G. Hall, Managing Director
Private
T/O £300,000 (Input estimate)
Tel (0256) 62444

HUGHES RICHARDS & HARVEY (CONSULTANTS) LTD

HRH House
Mill Lane
Alton, Hants.
H. Shearer, Managing Director
Tel (0420) 82636

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

IBEX COMPUTER SERVICES LTD

Euro House
1394 High Road
London N20 9LS

A.F. Oliver, Managing Director

Private

T/O £212,5000 (Input estimate)

Tel 01 446 3271

ICSL

(See Independent Computer
Services Ltd)

IMACS

(See International Management
& Computer Systems IMACS (UK)
Ltd)

**IBM DATA CENTRE SERVICES/
REMOTE COMPUTING SERVICES**

PO Box 41
North Harbour
Portsmouth, Hants.
PO6 3AU

T/O £10,000,000 (1977)

Tel 07018 21212

INCOMPUTER LTD

Robertson House
Leas Road
Guildford, Surrey

G.C. Scott, Managing Director
Private

T/O £300,000 (Dec 77)

Tel (0483) 76212

I.C.D.P. LTD

Blackburn House
London Road
Coventry, CV3 4AP

Tel (0203) 501414

**INDEPENDENT COMPUTER
SERVICES LTD**

Queens Road
Belfast BT3 9DT
N. Ireland

T. Winter, Managing Director

Owned By: Ulster Bank - which is part of
Nat. West Group

T/O £1,875,000 (Input estimate)

Tel (0232) 56435

Associate companies:

Centrefile Ltd

Eurocom Data Ltd

ICL DATASKIL

(See Dataskil Ltd)

ICFC-NUMAS LTD

5 Victoria Street
Windsor, Berks.
SL4 1EZ

G.M.J. Richardson, FCA,
Managing Director

Owned By: Finance for Industry Ltd. (100%)

T/O £500,000 (March 78)

Tel (07535) 56633

**INDUSTRIAL & COMMERCIAL
DATA PROCESSING LTD**

Blackburn House
London Road
Whitley, Coventry

Mr. S. Mander, Managing Director

Owned By: S. Mander

T/O £1,250,000 (Input estimate)

Tel 0203 501414

Directory of Computer Services Companies

INFOTECH INTERNATIONAL LTD

Nicholson House
Maidenhead, Berks.

C. Boon, Managing Director

Private

T/O £1,500,000 (Dec 77)

Tel (0628) 32588

INTERACTIVE DATA CORP

80 Coleman Street
London EC2

D.J. Barnett, Regional Manager

Owned By: Chase Manhattan Bank

T/O £360,000 (Input estimate)

Tel 01 588 4807

INSIGHT MARKETING PERSONNEL CONSULTANTS LTD

72-75 Marylebone High Street
London W1

D. Sneddon, M. Hogg,

Managing Directors

Private

T/O £70,000 (Input estimate)

Tel 01 486 5644

INTER CITY COMPUTER BUREAU LTD

12 Brunswick Street
Leicester LE1 2LL
Leics.

M. N. Cockayne, Managing Director

Private

T/O £300,000 (March 78)

Tel (0533) 27781

INSURANCE SYSTEMS & SERVICES

35 Grosvenor Road
Twickenham TW1 4AD

T/O £100,000 (Input estimate)

Tel 01 892 1147

INTER CITY DATA PREPARATION LTD

R & M Building
389 Newport Road
Cardiff

Trevor Jones, Managing Director

Owned By: Research & Marketing

Wales & The West Ltd.

T/O £50,000 (Input estimate)

Tel (0222) 394541

INTEGRATED COMPUTER SYSTEMS LTD

PO Box 2
Reigate
Surrey

R.M. Ball, Managing Director

Private

T/O £250,000

Tel 74 48400

INTERNATIONAL MANAGEMENT & COMPUTER SYSTEMS

IMACS (UK) LTD

Southfield House
11 Liverpool Gardens
Worthing, Sussex

L.P. Appleton, Managing Director

Private

T/O £750,000 (1977)

Tel (0903) 207195/8

Directory of Computer Services Companies

INTERPLAN COMPUTERISED BUILDING PROGRAMS LTD

2 Alma Road
Bournemouth, Dorset
A.D. Palmer, Managing Director
Private
T/O £40,000 (Input estimate)
Tel (0202) 526246

ISIS COMPUTER SERVICES

Dollar St House
Cirencester
Glos. GL7 2AN
Private (Frampton Computer
Services Ltd trades as ISIS)
T/O £50,000 (Input estimate)
Tel (0285) 2117

ISIS COMPUTER SERVICES LTD

CSC House
Brunel Road
London W3 7XR
P.E.M. Blackrock, Managing Director
Owned By: CSC (Holdings) Ltd
T/O £375,000 (Input estimate)
Tel 01 749 1481
Associate companies:
Computer Services Centre
(London) Ltd
Computer Services Centre
(Merseyside) Ltd
Sirius B Computer
Systems Ltd

I.S.S. INFORMATION SYSTEMS & SERVICES LTD

Westbourne Street
High Wycombe
Bucks
A.D. Shillingford, Managing Director
Private
T/O £110,000 (Input estimate)
Tel (0494) 20425

1978

Directory of Computer Services Companies

INPUT

1978

Directory of Computer Services Companies

G.B. JACKSON ASSOCIATES LTD

Computer Centre
Leythorne
Vinnetrow Road
Chichester,
W. Sussex

G.B. Jackson, Managing Director
Ownership: 50% Frampton Nurseries,
50% private
T/O £500,000 (Dec 1977)
Tel (0243) 81137

JENSON COMPUTER SYSTEMS LTD

Bush House
72 Prince Street
Bristol, Avon

P.F. Williams, Managing Director
Private
T/O £250,000 (Jan 78)
Tel (0272) 211127

JANEEN SERVICES LTD

10-11 Crescent
London EC3

P. Valentine, Managing Director
Owned By: Hogg Robinson Group (insurance)
T/O £375,000 (Input estimate)
Tel 01-709 9640

JOHN BELL COMPUTER SERVICES LTD

Devonshire House
1 Devonshire Street
London W1N 1FX

Ivan Klingels, Managing Director
Private
T/O £1,100,000 (May 1979)
Tel 01 637 8354

JASERVE LTD

225 Frimley Green Road
Frimley Green
Nr. Camberley
Surrey

D. Atkinson, Managing Director
Private
T/O £1,000,000 (March 78)
Tel (025 16) 6331 or
0276 62011

JBS COMPUTER SERVICES LTD

Union Centre
Union Street
Wednesbury, Staffs

G. Barnett, Managing Director
Private
T/O £38,000 (Oct 77)
Tel 021 556 6828

INPUT

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Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

KALAMAZOO COMPUTER SERVICES LTD

Mill Lane
Northfield
Birmingham B31 2RW
T.S. Garnier, Managing Director
Owned By: Kalamazoo Ltd 100%
T/O £4,200,000 (1977/78)
Tel 021 475 7411

K.B.S. COMPUTER SERVICES

State Insurance Bldg
14 Dale Street
Liverpool L2 4TH
A. Bowes, Managing Director
Private
T/O £625,000 (Input estimate)
Tel (051) 236 7711

KEH DATA PREPARATION LTD

Scott House
Gibb Street
Birmingham B9 4AA
M.A. Reeves, Managing Director
Private
T/O £100,000 (Current)
Tel 021 773 2686 or 6292

KENDAL COMPUTER SERVICES LTD

Kendal House
8 Lodge Drive
Palmers Green
London N13 5LB
A. Kendal, A.I.D.P., Managing Director
T/O £400,000 (with APT
Computer Systems Ltd.)
Tel 01 882 2055
Associate companies:
APT Computer Systems Ltd

KERR COMPUTER SERVICES LTD

10 Virginia Street
Greenock, Renfrewshire
Scotland
D.S. McConnell, Managing Director
T/O £875,000 (Input estimate)
Tel (0475) 25371

KEY-LINE (COMPUTER SERVICES) LTD

21 Russell Street
London WC2B 5HP
P.J. Kay, Chairman
Private
T/O £200,000 (Input estimate)
Tel 01 836 0455

K & H BUSINESS CONSULTANTS

9 Villiers Road
Kingston-Upon-Thames
Surrey, KT1 3AP
John Harvey, David Barrett
Directors
Private
T/O £400,000
Tel 01 549 5777

KINGSHILL COMPUTER SERVICES LTD

Computer House
New Road
Purton
Nr. Swindon, Wilts.
R.V. Hill, Managing Director
Owned By: Hills of Swindon Ltd (100%)
T/O £187,500 (Input estimate)
Tel (0793) 771001

Directory of Computer Services Companies**KNIGHT COMPUTER SERVICES**

14 Old Park Lane

London W.1.

Peter Tebby, Managing Director

Owned By L BOC International

Tel 01 491 4706

Associate companies:

BOC Datasolve Ltd

Datastream International Ltd

Lincoln House Computer Services

Systemsolve (Computer Services) Ltd

Triad Computing Systems

KNIGHT CONSULTANCY SERVICES LTD

39 Lansdowne Road

Croydon

Surrey

G.G.C. Knight, Managing Director

Private

T/O £200,000 (Input estimate)

Tel 01 688 7153

KPG COMPUTER SERVICES LTD

28 The Butts

Brentford

Middlesex

R. Baldwin, Managing Director

Owned By: R. Baldwin,

M.A. Baldwin, Toturnbull

J.L. Mandeno.

T/O £1,300,000 (1977/78)

Tel 01 568 7345

Directory of Computer Services Companies

LAING COMPUTING SERVICES

Elstree Way
Borehamwood
Herts WD6 1NF

Roland Geary, Director
Owned By: John Laing & Son Ltd
T/O £1,850,000 (Dec 77)
Tel 01 207 2000

LEASCO SOFTWARE LTD

Reliance House
150/152 Bath Road
Maidenhead, Berks

P.M. Hunt, Managing Director
Owned By: Inbucon Management
Consultants Ltd
T/O £1,400,000
Tel (0628) 23391

LANGTON INFORMATION SYSTEMS LTD

74 Newman Street
London W1P 3LA

M. Naughton, Chairman
Individual Shareholders
T/O £437,500
Tel 01 636 4805

LEICESTER COMPUTER BUREAU

28 Regent Road
Leicester LE1 6YH

G. Brooks, Managing Director
Owned By: Northamptonshire
Computer Bureau Ltd.
T/O £312,500 (Input estimate)
Tel (0533) 547971

LCA COMPUTER SERVICES LTD

Western Road
Bracknell, Berks
RG12 1QZ

B.L. Coulcher, General Manager
Owned By: Dorothy Perkins
T/O £775,000 (Input estimate)
Tel (0344) 50654/5/6

LINCOLN HOUSE COMPUTER SERVICES

88 Old Street
London EC1

G. Lee, Managing Director
Owned By: BOC 20% with option on
remainder.
T/O c. £1,000,000 (1977)
Tel 01 251 2491

Associate companies:
BOC Datasolve Ltd
Datastream International Ltd
Knight Computer Services
Systemshare (Computer Services) Ltd
Triad Computing Systems Ltd

LEARMONTH & BURCHETT MANAGEMENT SYSTEMS LTD

22 Newman Street
London W1P 3HB

R. Learmonth, R. Burchett
J. Connelly, Directors
Private
T/O £650,000 (1977)
Tel 01 637 9699
Associate companies:
Euroco Computer
Services Ltd

LIPMAN MANAGEMENT RESOURCES LTD

54-70 Moorbridge Road
Maidenhead
Berkshire SL6 8BM

M.M. Lipman, Managing Director
Private
T/O £625,000 (Input estimate)
Tel 0628 37123

Directory of Computer Services Companies

LOGICA LTD

64 Newman Street
London W1A 4SE

L.A. Taylor, Managing Director

Owned By: Logica Nederland

BV - holding company - private

T/O £7,000,000 (1976/77)

Tel 01 580 8361

LYNFORD DATA SERVICES

6 Beech Tree Glade
London E.4.

R.V. Lynch, Proprietor

Private

T/O £150,000 (Input estimate)

Tel 01 529 8572

LONDON DATA CENTRE

The Burton Group
275 King Street
London W6

Chris Mower, Managing Director

Owned By: Peter Robinson Ltd.

who are owned by The Burton Group

T/O £500,000 (Aug 77)

Tel 01 748 8986

LOWNDES AJAX COMPUTER SERVICE LTD

Milton House
Milton Road
Croydon
Surrey CR9 2XG

Peter N.W. Merrick, Managing Director

Owned By: The Hill Samuel Group

T/O £2,300,000 (March 78)

Tel 01 689 2244

Subsidiary:

Metra-Lowndes Ajax Ltd

(LUCS) LONDON UNITED COMPUTING SYSTEMS

39 Gordon Square
London WC1H 0PD

G. Barrett, Managing Director

Owned By: United Computing

Systems of America

T/O approx. £1,500,000 (Input estimate)

Tel 01 387 4344

Associate companies:

United Computing International

Directory of Computer Services Companies

MANAGEMENT COMPUTING SERVICES LTD

Warner House
48 Upper Thames St
London EC4V 3DE
Tel 01 248 6931

MANAGEMENT DATABASE SERVICES LTD

Moor Green Lane
Pitmaston
Birmingham B13 8NF
M.B.B. Simmonds, Managing Director
Private
T/O £150,000
Tel 021 449 5959

MANDATA (MANAGEMENT & DATA SERVICES) LTD

Forum House
Wallsend
Tyne & Wear
NE28 8LX
Andrew Wilson, Managing Director
Private
T/O £120,000 (Yr ended Feb 78)
Tel 0632 628302

MANIF SERVICES LTD

Arndale House
243 High Street
Poole, Dorset
A.T. Edgson, Managing Director
Owned By: Bolton Steam Shipping
(Corn Exchange) London
T/O £375,000 (Input estimate)
Tel 02013 71117

MANX COMPUTER BUREAU LTD.

2 Circular Road
Douglas
Isle of Man
Capt. J.S. McKenzie, Managing Director
Owned By: Marine & General Computer
Consultancy (I O Man) Ltd.
T/O £112,500 (Input estimate)
Tel (0624) 23844

MARCOL COMPUTER SERVICES LTD

60 Queens Gardens
London W2
M.D. Brody, Chairman
Ownership: 30% Norwich Union
70% Directors
T/O £2,700,000 (1977)
Tel 01 402 0995

JOHN MATCHETT LTD

30 Albert Street
Banbury, Oxon.
OX16 8DG
John Matchett, Managing Director
Private
T/O £250,000 (1977/78)
Tel (0295) 56161

MATICOM LTD

Abbey House
Farnborough, Hants.
M.C. Snell, ACA, Chairman
Private
Tel 0252 40945

MEDWAY DATA LTD
11 Carteret Street
London SW1
C.J. Messer, Managing Director
Private
T/O £150,000 (1977)
Tel 01 222 2503

METRA LOWNDES-AJAX LTD
17 Lansdowne Road
Croydon
Surrey CR0 2BX
J.E. Spalding, Managing Director
Jointly owned by Lowndes-Ajax
Computer Services Ltd and Metra
Consulting Group.
T/O £1,000,000
Tel 01 680 2400

METROPOLITAN COMPUTER
SERVICES LTD (MCSL)
28 Haymarket
London SW1
Tel 01 930 7924

MFT COMPUTERS LTD
Crossford Court
Dane Road
Sale
Gt. Manchester M33 1BZ
R.J. McNab, Managing Director
Private
T/O £400,000 - £5,000,000
Tel 061 969 7121

MIDLANDS COMPUTING CENTRE
Lichfield House
85 Smallbrook
Queensway
Birmingham B5 4JF
D.R. Churchill, Managing Director
Owned By: Geest Organisation
T/O £500,000 (Dec 77)
Tel 021 643 4743
Associate companies:
Cambridge Computer Services Ltd
Eastern Computer Services Ltd
Geest Minicomputer Systems Ltd

MILL COMPUTER LABELS LTD
Jubilee Estate
Foundry Lane
Horsham, Sussex
E.P. Delgado, Managing Director
Private
T/O £30,000 (Input estimate)
Tel 0403 3699/3728
Tlx. 87315

MILLS ASSOCIATES LTD
Wonastow Road
Monmouth, Wales
NP5 4YE
R.G. Mills, Managing Director
Private
T/O £1,500,000 (Yr ended May 78)
Tel 0600 2131 & 4611

MINICOM SYSTEMS LTD
Acre House
Batchelors Acre
Windsor, Berks.
A. Eagle, Managing Director
T/O £150,000 (Input estimate)
Tel 95 69543

1978

Directory of Computer Services Companies

DOUGLAS MOORE LTD

169 London Road
Kingston
Surrey KT2 6PA
R.A. Hazelton, Managing Director
Private
T/O £1,000,000 (1977)
Tel 01 549 2121

**MULTIPLE ACCOUNTING
SERVICES (MAS) LTD**

Bank Chambers
Market Place
Chipping Norton
OX7 5NA
J.F. Birtles, Managing Director
Private
T/O £120,000 (1977)
Tel (0608) 2900

MORPRES DATA PROCESSING LTD

21 Queen Annes Place
Enfield, Middx.
F.L. Morton, Managing Director
Private
T/O £300,000 (Input estimate)
Tel 01 360 6612

MOUNCEY & PARTNERS LTD

13/14 Cornwall Terrace
Regents Park
London NW1 4QP
Stuart MacIntire, Managing Director
Owned By: Knight Wegenstein
T/O £500,000 (Input estimate)
Tel 01 486 7777

MPL COMPUTERS LTD

Kingsditch Lane
Cheltenham
Glos, GL51 9PE
John Bayston, Managing Director
Private
T/O £250,000 (1977)
Tel (0242) 37636

INPUT

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Directory of Computer Services Companies

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Directory of Computer Services Companies

NAPIER COMPUTER SERVICES LTD
 271 Hall Road
 Norwich Norfolk
 R.D.G. Smith, Director
 Private
 T/O £126,000 (1976)
 Tel (0603) 614473

NORTHAMPTONSHIRE COMPUTER BUREAU LTD
 Station Road
 Burton Latimer
 Kettering, Northants
 G. Brooks, Managing Director
 Owned By: Weetabix Ltd. (100%)
 T/O £1,000,000 (Input estimate)
 Tel (053 672) 3651

THE NATIONAL COMPUTER CENTRE LTD
 Oxford Road
 Manchester M1 7ED
 D. Firnberg, F.B.C.S., Director
 T/O £2,707,647 (1977/78)
 Tel 061 228 6333

NORTH-EAST ELECTRONICS
 1 Burt Terrace
 Walbottle,
 Newcastle-Upon-Tyne NE15 9RY
 J. Perkin, Managing Director
 Private
 T/O £42,000 (1976/77)
 Tel (0632) 673814

NATIONAL DATA PROCESSING SERVICE
 Tenter House
 45 Moorfields
 London EC2Y 9TH
 J.L. Howells, Managing Director
 Owned By: The Post Office
 T/O £1,250,000 (Input estimate)
 Tel 01 432 9258

NORTH LINCOLNSHIRE DATA SERVICES LTD
 Rothwell
 Lincoln LN7 6DU
 P.M. Taylor, Managing Director
 Tel (0472) 89346

NEECOS (D.P.) LTD
 27 Grange Road
 Darlington
 Co. Durham
 Tony Durkin, Managing Director
 Private
 T/O £190,000 (1977-78)
 Tel (0325) 69540

1978

Directory of Computer Services Companies

1978-1979

1978-1979

INPUT

Directory of Computer Services Companies**OCC COMPUTER PERSONNEL LTD**

16 Bedford Row
London WC1R 4EB

Neville John, Managing Director

Private

T/O £90,000 (Input estimate)

Tel 01 242 9356

**OLS COMPUTER SERVICES
(UK) LTD**

(Taken over by Atkins
On-Line Ltd)

**ON LINE BUSINESS & SCIENTIFIC
SYSTEMS LTD**

Kings Orchard
Teffont Magna
Wilts

Private

T/O £60,000 (Input estimate)

Tel (072287)202

ORWELL DATA SERVICES LTD

84 Fore Street
Ipswich, Suffolk

J.W. Sears, Managing Director

Owned By: John Good & Sons (100%)

T/O £125,000 (Input estimate)

Tel (0473) 56523/221274

OSPREY COMPUTER SERVICES LTD

16-18 Winchester Road
Romsey SO5 8AA
Hants.

Miss Rona Bassett, Managing Director

Private

T/O £200,000 (Input estimate)

Tel (0794) 516777

1978

Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

PACKAGE PROGRAMS LTD
91 Blackfriars Road
London SE1 8HW
A.E. Azagury, R.P. Taylor,
Managing Directors
Tel 01 633 0121

PA COMPUTERS & TELECOM-
MUNICATIONS LTD (PACTEL)
33 Greycoat Street
London SW1
Holman H. Hunt, Managing Director
Self-owned private operation
A division of PA Management Consultants
T/O £3,000,000 + (current)
Tel 01 828 6374

PANSOPHIC SYSTEMS (UK) LTD
46 Pembridge Road
London W11 3HN
W.M. Dunn, Managing Director
Owned By: Pansophic Systems Inc.
in Oakbrook, Illinois, U.S.A.
T/O £5,585,000 (Yr ended April 1978)
Tel 01 221 5877

PARR COMPUTER SERVICES LTD
Cawley House
Canal Street
Nottingham NG1 7HD
R.G. Calvert, Managing Director
Private
T/O £400,000 (July 1978)
Tel (0602) 54004

PATERNOSTER COMPUTER SERVICES
(FELTHAM) LTD
Astronaut House
Hounslow Road
Feltham, Middlesex TW14 9AD
D.M. Downie, Managing Director
Owned By: Charterhouse Group
T/O £300,000 (Input estimate)
Tel 01 751 0908

PATERNOSTER COMPUTER SERVICES
LTD
1 Paternoster Row
London EC4M 7DH
D.M. Downie, Managing Director
Owned By: Charterhouse Japhet Ltd
T/O £250 - £300,000 (Sept 77)
Tel 01 248 3999

PAYROLL SERVICES LTD
Collingham House
Gladstone Road
Wimbledon
London SW19
Eddie D. Crombie, Managing Director
Limited Company part of P.S. Group
T/O £350,000 (Input estimate)
Tel 01 543 2151

P-E COMPUTER SERVICES LTD
Park House
Wick Road
Egham, Surrey TW20 OHW
Mark Samuels, Managing Director
Owned By: P.E. Consulting Group
T/O £1,000,000 (1977)
Tel 01 389 4411

PEAT MARWICK MITCHELL & CO

1 Puddle Dock
Blackfriars
London EC4V 3PD
Tel 01 236 8000

PROCARD COMPUTER SERVICES LTD

Ascot House
52 Dean Street
London W1V 5HJ
J. Knights, Managing Director
Private
T/O £200,000 (Input estimate)
Tel 01 437 6286

PEGASUS COMPUTER PROCESSING

20 Peterborough Road
Harrow, HA1 2BT
Private
T/O £100,000 (Input estimate)
Tel 01 864 6066

PROFAC COMPUTER SERVICES LTD

100 Park Street
Camberley
Surrey
J. D. Reid, Managing Director
Private
T/O £220,000 (Input estimate)
Tel (0276) 25247 & 27982

PENNINE COMPUTER SERVICES LTD

25 Hyde Road
Denton
Gtr Manchester
Trevor Lees, Duncan Arthurs, Partners
Private
T/O £220,000 + (1977)
Tel 061 336 7025

PROTOSET LTD.

5a Chalmers Cres
Edinburgh EH9 1TW
Miss D. Harverson, Managing Director
Tel (031) 667 7501

PMA CONSULTANTS LTD

Rhodaus House
Victoria Road
Horley, Surrey RH6 7AS
P. Spearing, Managing Director
Owned By: Worker Directors
T/O £750,000 (1978/79)
Tel (02934) 71361

PROVIDENT MANAGEMENT SERVICES LTD (PMSL)

Hays Lane
Mixenden
Halifax W. Yorks HX2 8UL
Derek Whitehead, Managing Director
Owned By: Provident Financial Group
T/O £3,250,000 (1978)
Tel (0422) 247521

POLA COMPUTER SERVICES

Pola Computer Centre
Tilbury Docks
Essex RM18 7EH
G.W. Kyle, Computer Systems Manager
Owned By: Dept. of Port of London Authority
T/O £875,000 (Input estimate)
Tel (03752) 3444

Directory of Computer Services Companies**P.R. PEOPLE RESOURCES LTD**

19 Park Street
Croydon, Surrey

B. Jawks, Managing Director
Tel 01 686 9693

P.S. COMPUTER SERVICES LTD

1st Floor
St. Peters House
North Street
Chichester
Sussex

C.J. Driscoll, Managing Director
Private
T/O £220,000 (Input estimate)
Tel (0243) 87721

HUGH PUSHMAN ASSOCIATES LTD

2 Newfoundland House
The Quay
Poole, Dorset

Michael Bere, Managing Director
Private
T/O £250,000 (Input estimate)
Tel (020 13) 70081

**HUGH PUSHMAN ASSOCIATES
(COMPILERS LTD)**

Cherwell House
London Place
St. Clements
Oxford

Peter J. Burns de Bond, Managing
Director
Private
T/O £140,000 (Jan 1979)
Tel: 0865 46428

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Directory of Computer Services Companies

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QUALITY DATA PREPARATION LTD

54-70 Moorbridge Road

Maidenhead

Berks. SL6 8BM

M.M. Lipman, Managing Director

Mrs M. Farnborough, Chief Executive

Private

T/O £180,000 (Input estimate)

Tel (0628) 37123

QUOTEL INSURANCE SERVICES

83 Clerkenwell Road

London EC1R 5HP

P.W. Cork, Managing Director

Owned By: Scan Ltd, who are themselves owned

by CRC/GSI International

T/O £1,000,000 (Input estimate)

Tel 01 242 0747

INPUT

1978

Directory of Computer Services Companies

INPUT

1978

Directory of Computer Services Companies

RADIUS COMPUTER SERVICES LTD

Wykeland House
47 Queen Street
Hull, Humberside
E. Sharp, Managing Director
Private
T/O £625,000 (Input estimate)
Tel (0482) 227181

RB COMPUTER PROGRAMMING & SYSTEMS LTD

117 High Street
Croydon, Surrey
Richard Ball, Managing Director
Private
T/O £85,000 (1977)
Tel 01 686 8291

RAIR TIMESHARING LTD

32 Neal Street
London WC2H 9PS
Mark Potts, Managing Director
Private
(Bureau Divn. £15,000 (1976/77))
Tel 01 836 4663

RDS COMPUTER SERVICES BUREAU

Ocean House
Bracknell, Berks.
RG12 2LZ
Owned By: Mac Fisheries
T/O £875,000 (Input estimate)
Tel (0344) 54064

RAPIDATA INTERNATIONAL LTD

2 York Street
Baker Street
London W1H 1FA
Owned By: Rapidata Inc.
T/O £250,000 (Dec 77)
Tel 01 935 8355

RETAIL AUDITS LTD

390-400 High Road
Wembley
Middlesex HA9 6TB
Roger J. Wright, Managing Director
Owned By: Associated Newspapers
T/O £200,000 (Input estimate)
Tel 01 902 8887

RECRUITMENT RESOURCES LTD

2 & 58 Gt. Marlborough Street
London W1V 1DD
C.W.G. Harris, Managing Director
Owned By: Computer Resources
Group Ltd
T/O £100,000 (Input estimate)
Tel 01 437 4083
Associate companies:
CRL Abacus
CRL Bureau
Facilities Management Ltd

RHM COMPUTING LTD

Joseph Rank House
The High
Harlow, Essex
J.M. Ireland, Managing Director
Ownership: RHM Group-totally own share
capital
T/O £4,000,000 (est'd. last yr)
£5,000,000 (current)
Tel (0279) 26831

INPUT

Directory of Computer Services Companies

RODING COMPUTER BUREAU LTD
65 Stanley Road
North Chingford, London E.4.
R.A. Klingels, Managing Director
Private
T/O £50,000 (Dec 77)
Tel 01 529 0131

RTZ COMPUTER SERVICES LTD
1 Redcliff Street
Bristol
R. G. Miller, Managing Director
Owned By: Rio Tinto Zinc Corporation
T/O £600,000 (1977)
Tel (0272) 24181

ROLFE & NOLAN COMPUTER
SERVICES LTD
18/19 Fish Street Hill
London EC3R 6BY
(Moving to 194-200 Bishopsgate
London E.C.4. in September)
Malcolm Rolfe, Managing Director
Private
T/O £230,000 (Yr ending Feb 78)
Tel 01 623 1431

RUBICON COMPUTER SYSTEMS LTD
53 Abbeygate Street
Bury St. Edmunds
Suffolk
B.I. Davies, Managing Director
Private
T/O £160,000 (Input estimate)
Tel (0284) 66155
Subsidiary:
Bury Computer Services Ltd

ROSS COMPUTER SERVICES LTD
Ross House
Victoria Street
Cwmbran, Gwent
George Porter, Managing Director
90% Private, 10% Mills & Allen
T/O £320,000 (1977)
Tel (06333) 61126

ROSSENDALE COMPUTER CENTRE LTD
Newhadley Road
Raytenstall
Rossendale, Lancs BB4 6HN
F. Kilshaw, Managing Director
Owned By: Rossendale Combining Co
T/O £200,000 (Oct 77)
Tel (070 62) 7631

Directory of Computer Services Companies

ST. ANDREW COMPUTERS LTD

9 South Street
David's Street
Edinburgh EH2 2BW

W.B. Smith, Manager

Ownership: (i) Scottish Equitable
Life Assurance

Society

(ii) Scottish Life Ass. Co.

(iii) Scottish Provident Institution

T/O £250-£300,000 (1977)

Tel 031 556 7554

SCHRODER COMPUTER SERVICES LTD

The Colston Centre
Colston Avenue
Bristol BS1 4UH

B. Hodgson, Managing Director

Owned By: Schroders Ltd. (Merchant Bank
& Finance Group)

T/O £1,300,000 (1977)

Tel (0272) 291571

SCAN

83 Clerkenwell Road
London E.C.1.

P.W. Corke, Managing Director

Owned By: CRC Information Systems

T/O £1,250,000

Tel 01 242 0747

SCICON COMPUTER SERVICES LTD

Brick Close
Kiln Farm

Milton Keynes, MK11 3EJ

Brian Elson, Managing Director

Owned By: B.P. (100%)

T/O £3,100,000 (1977)

Tel (0908) 565656

SCAN DATA CENTRES LTD

34 South Road
Haywards Heath
West Sussex
RH16 4LA

M. C. Booth, Managing Director

Owned By: Scan Data

International Ltd

T/O £500,000 (1978)

Tel (0444) 57771

SCICON INTERNATIONAL

Heathcoat House
20 Savile Row
London W.1.

Owned By: B.P.(100%)

Tel 01 439 9761

SCARAB COMPUTER SERVICES LTD

23 Willow Lane
Mitcham
Surrey

D.F. Kerr, Managing Director

Owned By: SGB Group

T/O £1,125,000 (Input estimate)

Tel 01 640 7139

SCIENTIFIC CONTROL SYSTEMS LTD (SCICON)

Sanderson House
49-57 Berners Street
London W1P 4AQ

J.M. Ockenden, Managing Director

Owned By: British Petroleum

T/O c. £4,000,000 (1978)

Tel 01 580 5599

Directory of Computer Services Companies

SCOPE COMPUTER SERVICES LTD

204 London Road,
Waterlooville
Hants

Mr. Biltcliff, Managing Director

Owned By: Jackson Associates

Tel (07014) 57641/2

S.H. COMPUTER SERVICES LTD

Oxford House
35 Cobham Road
Ferndown Industrial Estate
Wimborne, Dorset

PB. Haycock, Managing Director

Owned By: Sherry & Haycock Ltd - timber
Importers

T/O £70,000 (Input estimate)

Tel (0202) 877411

SCOTTISH COMPUTER SERVICES

5 St. Vincent Place
Glasgow G2

Ron Walker, Gen. Manager

Owned By: Clydesdale Bank (owned in turn by
Midland Bank)

T/O £1,500,000 (Input estimate)

Tel 041 204 1831

SHERWOOD COMPUTER CENTRE LTD

11 St. Edward's Way
Romford, Essex

T.C. Dicken, Managing Director
Private

T/O £1,250,000 (Input estimate)

Tel 70 24411

SEA & LANDWAYS CONSULTANCY LTD

5a Chalmers Crescent
Edinburgh EH9 1TW

Scotland

Tel 031 677 7501

SIA LTD

Ebury Gate,
23 Lower Belgrave Street
London SW1W ONW

G.W. Pick, Managing Director

Owned By: CISI (France)

T/O Just under £4,000,000 (1977)

Tel 01 730 4544

Associate companies:

CCS Ltd

Computer Consortium Services

(SIA hold minority shares)

SECURITY COMPUTING SERVICES LTD

Manor Works
Braintree, Essex
CM7 6DF

J.D. Curtis, Managing Director

T/O £500,000 (1978)

Tel 0376 24230

I.P. SHARP ASSOCIATES LTD

132 Buckingham Palace Road
London S.W1W 9SA

J. Perkins, Managing Director

Owned By: I.P. Sharp Associates Ltd, Toronto,
Canada

T/O £312,500 (Input estimate)

Tel 01 730 0361

INPUT

Directory of Computer Services Companies

SIGMA COMPUTING GROUP

Abacus House
Salisbury Road
Totton
Southampton, Hants

P.J. Hipwell, Managing Director

Owned By: Sigma Computing Group Ltd

T/O £250,000 (June 1978)

Tel (04216) 8882

W.H. SMITH & SONS

Greenbridge Industrial Estate
Swindon, Wilts.

Neil Thomas, Managing Director

Tel (0793) 36271

SIMACC SYSTEMS LTD

178 Redding Road South
Fleet, Hampshire

D. Lee, Managing Director

Private

T/O c. £200,000 (1977)

Tel (02514) 21798

SECURITY COMPUTING SERVICES LTD

Manor Works
Braintree, Essex
CM7 6DF

J.C. Curtis, Managing Director

Owned By: Nucros Ltd

T/O £500,000 (1978)

Tel (0376) 24230

SIRIUS B COMPUTER SYSTEMS LTD

5-7 Telford Way
London W3 7XE

P.J.M. Sinclair, Managing Director

Owned By: CSC (Holdings) Ltd.

New Company

Tel 01 749 1481

Associate companies:

Computer Services Centre
(London) Ltd

Computer Services Centre
(Merseyside) Ltd

ISIS Computer Services Ltd

SOFTWARE IMPLEMENTATION LTD

18 Henrietta Street
London WC2

A.R. Bentham, Managing Director

Owned By: VLI Group Ltd

Tel 01 836 7633 (temporary)

Associate companies:

See VLI Group Ltd

SOFTWARE MARKETING LTD

Abbey House
Farnborough, Hants

A.A. Sampson, Chairman

Private

T/O £30-£40,000 (March 78)

Tel (0252) 511772

SLINN SYSTEMS LTD

Computer House
Callywhite Lane
Dronfield
Sheffield S18 6TA

Mike Slinn, M.D. & Chairman

Private

T/O £250,000 (1977)

Tel (0246) 412082

Directory of Computer Services Companies

SOFTWARE PRODUCTS INTERNATIONAL

1258 London Road
Norbury SW16 4EG
Peter Pryke, Managing Director
UCC International
T/O £500,000 (1977)
Tel 01 679 1766
Associate companies:
HLW Computer Services Ltd

SOUTH-EAST DATA SERVICES LTD

24 Holwood Road
Bromley
Kent
L. Allen, Managing Director
Owned By: Wabaco Group (100%)
T/O £100,000 (Input estimate)
Tel 01 464 5038

SOFTWARE SCIENCES LTD

Abbey House
282/292 Farnborough Road
Farnborough, Hants
Bill Ellis, Managing Director
Private
T/O £4,000,000 (1977/78)
Tel (0252) 44321

THE SOUTHERN ACCOUNTING SERVICE LTD

9-11 Lower Road
Sutton, Surrey
R.R. Boden, Managing Director
Private,
T/O £60,000 (1977)
Tel 01 643 6326

SOFTWARE SCIENCES COMPRIE LTD

Boreham Mill
Bishopstrow
Warminster, Wilts
S.D. Ingham, Managing Director
Owned By: Software Sciences -
Farnborough, Hants,
Majority Shareholder
T/O £1,250,000 (Oct 77)
Tel (0985) 212922

SOUTHERN COMPUTER LTD

c/o Clough Smith Ltd
Stephenson Way
Crawley, W. Sussex
E. Chambers, Managing Director
Owned By: Clough Smith Ltd - electrical
contractors.
T/O £30,000 (Input estimate)
Tel (0293) 26156

SOUTHAMPTON COMPUTERS LTD

49 Millbrook Road
Southampton, Hants
B.R. Badminton, Managing Director
Private
T/O £153,000 (1977)
Tel (0703) 35935

SOUTHWARK COMPUTER SERVICES LTD

Granby House
95 Southwark Street
London SE1 OJA
D.T.C. Hayes, Managing Director
T/O £750,000 (Input estimate)
Tel 01 928 2711

Directory of Computer Services Companies

SPECIALIST COMPUTER RECRUITMENT LTD

Equity & Law House
Great Charles Street
Queensway
Birmingham

P. Rigby, Managing Director

Owned By: Peter Rigby &
Associates Ltd

T/O £500,000 (in 3 years 100%)

Tel 021 236 3781

Associate companies:

Cambrian Data Processing
Services Ltd

SPL

(See Systems Programming Ltd)

SQUARE ONE DATA PREPARATION LTD

25a High Street
Chesham

T/O £75,000 (1977)

Tel (02405) 74335

SQUARE ONE COMPUTER SERVICES LTD

9a Market Square
Chesham, Bucks
HP5 1HG

D.A. Alway, P.H. Hill,
Jt. Managing Directors
Private Ltd.

T/O £658,000 (Dec 1977)

Tel (02405) 74161

SPERRY GYROSCOPE

Clifford Road
South Way
Plymouth, Devon

F. Elvy, General Manager

Owned By: Sperry Rand

T/O £45,000 (March 78)

Tel (0752) 707951

STAR COMPUTER CENTRE LTD

Threeways House
40-44 Clipstone Street
London W1P 7EA

Private

T/O £500,000 (1977)

Tel 01 637 9741

S.P. SUPPORT LTD

St. Martins House
Bull Ring
Birmingham B5 5DT

A.J. Maynard, R. Law

M. Collins, M. Rye

Directors

T/O £300,000 (April 1979)

Tel (021) 632 4304

STATUS D.P.

15 Unthank Road
Norwich, Norfolk NR2 2PA

John Latche, B. Hipwell, Partners

Private Partnership

T/O £70,000 (Input estimate)

Tel (0603) 612820

STAVELY COMPUTING CENTRE

Blackpole Road
Worcester

Tel (0905) 53335

Directory of Computer Services Companies

STUDLEY COMPUTER SERVICES LTD
71 Alcester Road
Studley, Warwicks BSO 7NJ
D.S. Moulson, Managing Director
Private
T/O £60-£70,000 (1978 projected)
Tel (052785) 3048

SYNERGY SUCHAN SYSTEMS LTD
Bevan House
Bancroft Court
Hitchin, Herts SG5 1LW
F. Jones, Managing Director
Tel (0462) 54331

SUN ALLIANCE COMPUTER SERVICES
1301 Stratford Road
Hall Green
Birmingham, W. Midlands
Owned By: Sun Alliance & London Ins. Group
T/O £187,500 (Input estimate)
Tel 021 777 3283

SYS-COM (COMPUTERS) LTD
6 Tettenhall Road
Wolverhampton WV1 4SA
James Keith Hill, Managing Director
Private
T/O £400,000 (1977)
Tel (0902) 20415

SWAN PUNCHING AGENCY
64 Burden Lane
Cheam, Surrey
Mrs Vissell, Proprietor
Private
T/O £60,000 (Input estimate)
Tel 01 642 5889

SYSTEM AID GROUP
West End House
165 Broadway
Southall, Middlesex
N. Waterhouse, Managing Director
Private Partnership
T/O £275,000 (Input estimate)
Tel 01 574 5286

HUGH SYMONS & ASSOCIATES LTD
5 Holdenhurst Road
Bournemouth, Dorset
G. Roper, Managing Director
Tel (0202) 23776

SYSTEMS CONSULTANTS LTD
Finance House
Orchard Brae
Edinburgh EH4 1PF
J.J. McCready and C.J. Keegan
Joint Managing Directors
Owned By: Lloyds & Scottish Ltd
T/O £625,000 (Input estimate)
Tel 031 332 0341

SYNERGY LOGISTICS LTD
Bevan House
Bancroft Court
Hitchin, Herts SG5 1LW
Peter M. Brown, Chairman
Part private, partially owned by
Synergy Holdings Ltd.
T/O £130,000 (1977)
Tel (0462) 54331

Directory of Computer Services Companies

SYSTEMS DESIGNERS LTD

Systems House
57-61 High Street
Frimley, Surrey
Philip Swinstead, Managing Director
Ownership: 26% National Enterprise Board;
74% directors
T/O £1,500,000 (1977)
Tel (0276) 63471

SYSTEMS RESOURCES (MIDLANDS) LTD

Systems House
27 Spon Street
Coventry
P. Ingram, Managing Director
Private
T/O £350,000 (1978)
Tel 0203 26301

SYSTEMSHARE

Pilton Drive
Edinburgh EH5 2XT
I. Christie, Managing Director
Owned By: Reyrolle Parsons (in turn owned by
Northern Engineering Industries Ltd)
T/O £587,500 (Input estimate)
Tel (031) 552 7601

SYSTEMS 200 Ltd

123 The Stow
Harlow, Essex
M.A. Luxmoore, Managing Director
Private
T/O £130,000 (Sept 77)
Tel (0279) 29483

SYSTEM SOLVE (COMPUTER SERVICES) LTD

Pyrene House
Sunbury on Thames
Middlesex
John Stanley, Managing Director
Owned By: BOC 40%, Executive Directors
60%
Tel 76 80333
Associate companies:
BOC Datasolve Ltd
Datastream International Ltd
Knight Computer Services
Lincoln House Computer Services
Triad Computing Systems Ltd

SYSTIME LTD

Concourse Computer Centre
432 Dewsbury Road
Leeds, LS11 7DF
John Gow, Managing Director
Owned By: Mostly private, but 26%
equity shareholding National
Enterprise Board
T/O £8,000,000 (end Sept. 1978)
Tel (0532) 707261

SYSTEMS PROGRAMMING LTD

12-14 Windmill Street
London W1P 1HF
P.F. Adams, Managing Director
Owned By: NEB 20%,
Nat. Data Corp. 80%
T/O £3,800,000 (annually)
Tel 01 636 7833

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Directory of Computer Services Companies

INPUT

Directory of Computer Services Companies

TARGET COMPUTER SERVICES LTD

1a Turnpike Parade
Green Lanes
London N15 3LA
D.J. Stern, B.N. Green
Joint Managing Directors
Private
T/O £300,000 (1977)
Tel 01 889 5556

TELECOMPUTING SYSTEMS LTD

Seacourt Tower,
West Way
Oxford OX2 OED
Terry Baxter, Managing Director
Private
T/O £1,200,000 (1978 fiscal) -
includes Telecomputing Ltd.
Tel (0865) 723621

TCS COMPUTER BUREAU LTD

5-7 Albermarle Road
Beckenham
Kent BR3 2HZ
E.R. Chalker, Chairman
Private
T/O £450,000 (1977)
Tel 01 658 3621

TELFORD COMPUTING LTD

Broadway House,
Bridge Road
Wallington
Telford
Salop
P.F. Ross, Managing Director
Private
T/O £212,500 (Input estimate)
Tel: (0952) 51641

TEAMCO EDP LTD

80 Fetter Lane
London EC4
B. McKenna, Managing Director
Owned By: K.S. Teamco A/S & Co (Oslo)
T/O £225,000 (Input estimate)
Tel 01 405 9125

TEMPO TIMESHARING LTD

46 Fitzroy Street
London W1P 5HS
Duncan MacDougall, Managing Director
Private
T/O £200,000 (Input estimate)
Tel 01 388 1827

TELECOMPUTING LTD

Seacourt Tower
West Way
Oxford OX2 OED
C. Howe-Davies, Managing Director
Private
T/O £1,200,000 (1978 fiscal)
includes Telecomputing
Systems Ltd.
Tel 0865 723621

THAMES CITY COMPUTER SERVICES LTD

South of England House
Commercial Road
Swindon
Wilts SN1 5RA
Roger Newton, Managing Director
Owned By: Linton & Hirst Group
Tel (0793) 693150/69444

Directory of Computer Services Companies

THI GROUP SERVICES LTD

Mitcham House
681 Mitcham Road
Croydon, Surrey

Owned By: Trafalger House Ltd.

T/O £625,000 (Input estimate)

Tel 01 689 2266

Associate companies:

Allied Business Systems

THORNCROFT MANOR SERVICES LTD

Thorncroft Manor,
Dorking Road
Leatherhead, Surrey KT22 8JB

R. Cooper, Managing Director

Private

T/O £100,000 + (current)

Tel 53 76756

TIME & PEOPLE LTD

80 Fetter Lane
London EC4A 1EE

John Edwards, Managing Director

Private

T/O £112,500 (Input estimate)

Tel 01 242 9283

TKT COMPUTER SERVICES LTD

Solway Estate
Maryport
Cumbria CA15 3NG

I.L. Kerr, Managing Director

Private

T/O £140,000 (April 1977)

Tel (090081) 2842

TRIAD COMPUTING SYSTEMS LIMITED

42 Kingsway
London WC2

Tony Hardcastle, Managing Director

Owned By: BOC 40% equity

60% senior workers in Company

T/O £814,000 (unaudited) (April 1978)

Tel 01 831 7211

Associate companies:

BOC Datasolve Ltd

Datastream International Ltd

Knight Computer Services

Lincoln House Computer Services

Systemshare (Computer Services) Ltd

TRITECH COMPUTER SERVICES LTD

90 Kew Road

Richmond, Surrey

M.D. Ayers, Managing Director

Private

T/O £45,000 (1977)

Tel 01 948 4213

2903 IMPLEMENTATION LTD

35 High Street

Hoddesdon, Herts

P. Everton, Managing Director

Private

T/O £150,000 (Dec 77)

Tel 61 67945

TYGOZE LTD

103-105 Brighton Road
Coulsdon

Surrey

Clive Makin, Director

Private

T/O £175,000 (Input estimate)

Tel 01 668 2468

1978

Directory of Computer Services Companies

TYLIN MANAGEMENT SYSTEMS LTD

Leon House

High Street

Croydon Surrey CR9 3NH

B.R. Mitchell, Managing Director

Owned By: Tate & Lyle Refineries Ltd

T/O £1,400,000 (Yr. ended Sept. 77)

Tel 01 680 2323

TYMSHARE UK

(TYMCOM LTD)

101 Blackfriars Road

London S.E.1.

P.C. Jones, Managing Director

Owned By: Tymshare Inc. + Unilever Ltd

T/O £1,200,000 (Input estimate)

Tel 01 928 9090

Associate companies:

Anglia Data Services

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Directory of Computer Services Companies

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Directory of Computer Services Companies

UCC (GREAT BRITAIN) LTD

143 Bromsgrove Road

Birmingham B5 6RH

Michael Muir, Manager

Owned By: UCC International

T/O £6,000,000 - £7,000,000

Tel 021 622 1041

Associate companies:

HLW Computer Services Ltd

Software Products International

UNIVERSITY OF SOUTHAMPTON

COMPUTING SERVICES

University Road

Highfield

Southampton SO9 5NH

T/O £625,000 (Input estimate)

Tel (0703) 559122

UCSL-DATACOM

101 Blackfriars Road

London SE1

K. H. Watkins, Director, UCSL-Datcom

Owned By: Unilever Ltd

T/O £450,000 (Input estimate)

Tel 01 633 0666

Associate companies:

Anglia Data Services

Tymshare (UK)

UNILEVER COMPUTER SERVICES LTD

Station House

Harrow Road

Wembley, Middx.

HA9 6EB

L. J. Rawle, Chairman

Owned By: The Unilever Group

T/O £8,500,000 (Dec 77)

Tel 01 903 1414

UNITED COMPUTING INTERNATIONAL

39 Gordon Square

London WC1H 0PD

Graham Barrett, President

Owned By: United Computing Systems Inc

Kansas City, USA

Tel 01 387 4344

Associate companies:

London United Computing Systems

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Directory of Computer Services Companies

See also 10000
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Directory of Computer Services Companies

VALIDATA (COMPUTER SERVICES) LTD

4 Ye Market
Selsdon Road
South Croydon
Surrey CR2 6PN

Terry Piercy, Managing Director
Private

T/O £520,000 (Input estimate)

Tel 01 688 6174

VIDEO SOFTWARE LTD

Stone Lane
Kinver
Nr. Stourbridge
W. Midlands

Philip Smith, Managing Director
Private

T/O £50,000 (Input estimate)

Tel (038483) 2462

VENTEK LTD

Station House
Harrow Road
Wembley, Middx.

D.S. Marshall, Managing Director

Owned By: TRW Inc - in Los Angeles USA

T/O £6,500,000 (Dec 77)

Tel 01 903 6261

VLI GROUP LTD

VLI House
68/69 St. Martin's Lane
London WC2N 4JS

M.J. Bayfield, Managing Director
Private

T/O £3,000,000 (1977)

£6,500,000 (Projected for 1978)

Tel 01 836 8411

Subsidiaries:

Computer People Ltd

Computer People Contracts Ltd

Computer People Midlands Ltd

Computer People North Ltd

Cooperators (Professional

Computer Operators) Ltd

Software Implementation Ltd

VICKERS LIMITED MANAGEMENT SERVICES DIVISION

Interlink House
Scotswood Road
Newcastle-Upon-Tyne

P.W. Fellows, Managing Director

Ownership: Operating Division of Vickers Ltd

T/O £1,875,000 (Input estimate)

Tel (0632) 738891

VICTORIA APPOINTMENTS LTD

24 Moseley Street
Manchester 2

Ms V.C. Halliwell, Managing Director
Private

T/O £20,000 (Input estimate)

Tel 061 236 7319

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Directory of Computer Services Companies

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Directory of Computer Services Companies

WALTHAM MANAGEMENT SYSTEMS LTD

Portland House
4 Gt. Portland Street
London W1

R.G. Waldie, Managing Director
Private
Tel 01 580 3754

WATSONS COMPUTER SERVICES LTD

Brasenose Road
Liverpool L20 8HP
Merseyside

D. Watson, Managing Director
Private
T/O £100,000 (April 78)
Tel 051 933 7027

WANDLE COMPUTER RESOURCES LTD

Birch Cottage
Brockham Green
Betchworth
Surrey

R.A. Morton, Managing Director
Private
T/O £33,000 (March 78)
Tel 939 3494

WEALDEN COMPUTER SERVICES LTD

Bridewell Lane
Tenterden
Kent TN30 6HS

D.J. Beaton, Managing Director
Owned By: The Phonotas Group Ltd
T/O £110,000 (1978)
Tel (05806) 3566

WARREN POINT LTD

Prospect Place
Welwyn Place
Welwyn, Herts.

G.S. Evans, Managing Director
Private
T/O £600,000 (Input estimate)
Tel (043871) 6055

WEBSTER DATA PROCESSING SERVICES LTD

65 Widmore Road
Bromley, Kent

M.G. Covill, Managing Director
Private
T/O £100,000 (Input estimate)
Tel 01 464 9011

WASHINGTON COMPUTERS LTD

Washington House
Kendrew Street
Darlington DL3 6HE
Co. Durham

M.H. Gray, Managing Director
Private
T/O £500,000 (July 77)
Tel (0325) 57042

WELLORAX LTD

12 Canbury Passage
Richmond Road
Kingston-upon-Thames
Surrey

G.H. Hallett, Managing Director
Owned By: The Wellorax Group
T/O £400,000 (1977)
Tel 01 549 8933
Associate companies:
Eurologic Software Ltd
Wellorax Wordcrunchers Ltd

Directory of Computer Services Companies

WELLORAX WORDCRUNCHERS LTD

12 Canbury Passage
Richmond Road
Kingston-upon-Thames
Surrey

Owned By: The Wellorax Group

T/O £50,000 (Input estimate)

Tel 01 549 8933

Associate companies:

Eurologic Software Ltd

Wellorax Ltd

WESTERN PROGRAMMING SERVICES

8 Belmont
Bath, Avon

J.E. Everson, B. Williams,
Partners

Private

T/O £80,000 (Input estimate)

Tel (0225) 317773

WESDAC SYSTEMS LTD

Guildgate House
Shute End
Wokingham, Berks.

D.E.G. Stark, Managing Director

Owned By: Westinghouse Brake
& Signal Co.

T/O £250,000 (Input estimate)

Tel (0734) 790997

WEST MIDLANDS COMPUTER SERVICES LTD

40 Lichfield Street
Wolverhampton
Staffs

A. Thomas, M. Thomas (Ms.)

Directors

Private

T/O £90,000 (Input estimate)

Tel (0902) 25009

WESSEX COMPUTER SERVICES LTD

4 Kilnacre
Wickham Road
Fareham, Hants.

P.H. Goldberg, Managing Director

Private

T/O £150,000 (Input estimate)

Tel (0329) 231521

WEST MIDLANDS MANAGEMENT INFORMATION LTD

200 Wolverhampton Street
Dudley
W. Midlands

Tel (0384) 231800

WESTERN DATA PROCESSING LTD

7 Colleton Crescent
Exeter, Devon

Tel (0392) 34131

WEST RIDING PUNCH CARD BUREAU LTD

7 Park Square
Leeds 1

S.M. Rollinson, C.J. Rollinson
Directors

Private

T/O £100,000 (Input estimate)

Tel (0532) 443580

1978

Directory of Computer Services Companies

WHEATSHEAF COMPUTER CENTRE
Falkland Close
Coventry, CV4 4AU
C.P. Lee, Grp. D.P. Executive
Owned By: Wheatsheaf Distribution &
Trading Ltd
T/O £437,500 (Input estimate)
Tel (0203) 465200

WIGMORE PROFESSIONAL
DATA SERVICES LTD
4 New Burlington Street
London W1
D. Settle, Managing Director
Private
T/O £137,500 (Input estimate)
Tel 01 734 8826

M.F. WHELAN & PARTNERS LTD
10 New Road
Peterborough
PE1 1UH
Dr. M.F. Whelan, Managing Director
Private
T/O £40,000 (Input estimate)
Tel (0733) 61355

WILCOX COMPUTERS
Rackery Lane
Llay
Wrexham, Clwyd
Wales
Norman Wilcox, Managing Director
Private
T/O £250,000 (Input estimate)
Tel (097883) 4866

WHESOE TECHNICAL
COMPUTING SERVICES
Brinkburn Road
Darlington
Co. Durham
DL3 6DS
Owned By: The Whessoe Group
T/O £500,000 (Input estimate)
Tel (0325) 60188

WILFORD COMPUTER SERVICES
117-119 Portland Street
Manchester 1
A. Wilford, Managing Director
Private
T/O £350,000 (Dec 77)
Tel 061 236 3682

WHITE FISH AUTHORITY
St. Andrews Dock
Hull
N. Humberside
C. I. Meek, Chairman
T/O £20,000 (1977/78)
Tel (0482) 27837

WILL-DENN RESOURCES LTD
60 London Road
Horsham
W. Sussex
Tel (0403) 68251

INPUT

Directory of Computer Services Companies

WILSON HUGHES & PARTNERS (DATA SCIENCES) LTD

18 Chequers Square
Uxbridge, Middx.
A.W. Wilson, Managing Director
Private
T/O £100,000 (Input estimate)
Tel 89 53332

WORDWRIGHT LTD

12 Vandy Street
London EC2 2EN
E. Carter, Managing Director
Owned By: The British Printing
Corp. Ltd.
T/O £150,000 (Input estimate)
Tel 01 247 1661

PAMELA WOODMAN ASSOCIATES LTD

69 High Street
Princes Risborough
Bucks.
Pamela Woodman, FBCS, Managing Director
P.W. Holdings Ltd
T/O £127,000 (end April 78)
Tel (084 44) 3333

W.P.S. LTD.

78 Cannon Lane
Pinner, Middx.
D. Alfred, Managing Director
Private
T/O £65,000 (Dec 77)
Tel 01 866 0202

WOODSOME PARK ASSOCIATES LTD

4 Rowley Lane
Fenay Bridge
Huddersfield HD8 0JG
W. Yorks
Malcolm Sykes, Managing Director
T/O £175,000 (Input estimate)
Tel (0484 83) 5370

WOOTTON, JEFFREYS & PARTNERS

Cemetery Pales
Brookwood
Woking, Surrey
H.J. Wootton, J. Henderson,
M.E. Jeffreys, G. Jones,
Partners
Private
T/O £562,500 (Input estimate)
Tel (04867) 80033

1978

Directory of Computer Services Companies

X CALIBUR COMPUTING SERVICES

47 Essex Street

London WC2

L.A. Reed, Managing Director

Owned By: The Research Unit Ltd

T/O £400,000 (Dec77)

Tel 01 353 8201

XOREN COMPUTERS LTD

Bilton House (East Wing)

Uxbridge Road

London W5

J. Jarvis, Managing Director

Private

T/O £100,000 (Input estimate)

Tel 01 567 1725

INPUT

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Directory of Computer Services Companies

INPUT

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Directory of Computer Services Companies

Y.B. COMPUTER SERVICES LTD

Roman Ridge Road

Sheffield 9

S. Hinchliffe, Managing Director

Private

Tel (0742) 381381

INPUT

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Directory of Computer Services Companies

INPUT

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Directory of Computer Services Companies

ZEUS-HERMES LTD

Shropshire House

2 Capper Street

London WC1

M.J. Punter, Managing Director

Private

T/O £800,000 (Dec 77)

Tel 01 637 4031

INPUT

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Directory of Computer Services Companies

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Directory of Computer Services Companies

ADP NETWORK SERVICES (IREL) LTD

64 Harcourt Street
Dublin 2, Eire
T/O £200,000 (June 1978)
Tel: 75 3251

AUTOMATIC INFORMATION MANAGEMENT LTD

c/o H. Williams
Sandyford Road
Dundrum
Dublin 14, Eire
Tel: 987011

A.F.P. COMPUTER LTD

17 Main Street
Naas
Co. Kildare
Eire
Tel: (045) 97492

BARRETT COMPUTER SYSTEMS LTD

49 South Park
Dublin 18, Eire
Thomas J. Barrett, Managing Director
T/O £100,000 - £150,000 (Oct 78)
Tel: Dublin 895269/501082

ALLAN D'MORIAS & ASSOC. LTD.

Holding address
Barrett Kenny & Co.
36 Waterloo Road
Dublin 4
Eire
Tel: 687 011

CACI (IREL) LTD

10 St. Stephens Greens
Dublin 2, Eire
New Company
Tel: 711855

ALTERGO (IREL) LTD

Goldsmith House
Dublin 2, Eire
David Joice, Managing Director
T/O £625,000 (Input estimate)
Tel: 711322

CARA DATA PROCESSING

Portobello House
Portobello Bridge
Dublin 8, Eire
Denis Behan, General Manager
T/O Just over £2,000,000 (March 1978)
Tel: 783166

APPLIED MANAGEMENT SYSTEMS LTD

Chatham House
Chatham Street
Dublin 2, Eire
M. Crotty, Managing Director
T/O £300,000 (30 April 78)
Tel: 710733

CENTRAL COMPUTING CONSULTANTS

Canberra House
24 Lower Leeson Street
Dublin 2, Eire
Tel: 789577

Directory of Computer Services Companies

COMPUTER ACTION (IREL) LTD
28 Fitzwilliam Street
Dublin 2, Eire
Tel: 766708/ 601544

COMPUTER ENTERPRISES LTD
6 South Cork Ind. Estate
Ponladuff, Cork, Eire
Mr. Dennehy, Managing Director
Tel: (021) 45266

COMPUTER SERVICES LTD
Swords Road
Santry 9, Eire
J.M. Docherty, Managing Director
T/O £450,000 (Input estimate)
Tel: 375181

COMPUTER SOFTWARE LTD
31 Old Kilmainham
Dublin 8, Eire
T/O c. £200,000 (31 March 78)
Tel: 714911/714473

COMPUTIME LTD
20 Upper Mount Street
Dublin 2, Eire
J. K. Gallagher, Director
T/O £150,000 (Input estimate)
Tel: 760884

DATA CONVERSION LTD
Eden House
Eden Quay
Dublin 1, Eire
R.O'Kelly, Managing Director
Tel: 740425

DATA SERVICES LTD
8 Richmond Street North
Dublin 1, Eire
B. J. Hatt, Managing Director
T/O £95,000 (August 78)
Tel: 746976

DONAGHUE ASSOC
130 A Lower Georges Street
Dunlaoire, Dublin, Eire
Tel: 802628

GAMMA DATASYSTEMS LTD
Dollord House
Wellington Quay
Dublin 2, Eire
Tel: 711877

HONEYWELL INF. SYSTEMS LTD
29-31 William Street South
Dublin 2, Eire
Tel: 772641

1978

Directory of Computer Services Companies

**HARRISONS COMPUTER SERVICES
(IREL) LTD**

7 Cope Street
Dublin 2, Eire
Paul O'Reilly, Managing Director
T/O £45,000 (1978)
Tel: 715633

McCONNELLS COMPUTING LTD

McConnell House
Charlemont Place
Dublin 2, Eire
Brendan Redmond, Managing Director
T/O £75,000 (30 Sept 78)
Tel: 78 1544

IBM (IREL) LTD

2 Burlington Road
Dublin 4, Eire
T/O £460,000 (Dec 1977)
Tel: 785344

McCONNELLS SOFTWARE LTD

McConnells House
Charlemont Place
Dublin 2, Eire
Bill McConnell, Managing Director
T/O £85,000 (30 Sept 78)
Tel: 78 1544

**INDEPENDENT COMPUTER
SERVICES (IREL) LTD**

18 Charlemont Place
Dublin 2, Eire
Tom Winter, Managing Director
Tel: 7800 88

MDS DATA PROCESSING LTD

30a Olivemount Road
Dundrum
Dublin 14, Eire
G.A. Banton, General Manager
T/O £350,000 (May 78)
Tel: 98 4248

IRISH SYSTEMS TECHNOLOGY LTD

St. James Court
Malahide, Eire
Tel: 452311

MEMORY IRELAND

(C/O Irish Hospital Trust)
20 Merrion Road
Dublin 4
Tel: 0001 686 477

**MANAGEMENT & COMPUTER
SYSTEMS LTD**

Ballymount Road
Walkinstown, Dublin 12
Eire
D. Tannam, Managing Director
T/O Over £200,000 (April 78)
Tel: 5078 46

ORBIS LTD

8 Limekiln Road
Walkinstown
Dublin

1978

Directory of Computer Services Companies

PERSONNELL SERVICES LTD
38 Grasston Street
Dublin 2, Eire
Tel: 77 5756

also at:

TIME BROKERS IREL
South Quay
Arklow, Eire

PUNCH & PROGRAMMING
SERVICES LTD

13 Herbert Street
Dublin 2
Eire
D.J. Stewart, Managing Director
T/O £210,000 (Feb 78)
Tel: 760 109

UCSI

Hazelbrook
Rathfarnham
Dublin 14, Eire
M. Sherwood Smith, Managing Director
T/O £400,000 (Dec 31 1977)
Tel: 983 133

SOFTWARE DEVELOPMENT
SERVICES LTD

84 Northumberland Road
Dublin 4, Eire
Noel Slattery, Managing Director
T/O £60,000 (Input estimate)
Tel: 683171

ZEUS HERMES LTD

Anglesea House
22 Anglesea Street
Dublin 2, Eire
Michael Punter, Managing Director
T/O £80,000 (Input estimate)
Tel: 777112

SYSTEM DYNAMICS LTD

72 Merrion Square
Dublin 2, Eire
Tel: 764701

TIME BROKERS IREL

8 Limekiln Road
Walkinstown
Dublin, Eire

INPUT

SERVICES/HARDWARE SUPPLIED

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
ABACUS PUNCHING									
ABASYL									
ABC DATAPREP									
ABRAXAS COMPUTER	*	*	*	*	*				•
ACCORD COMPUTER					*				
ACCOUNTING & INFORM.					*				
ADMIN COMPUTER									
ADP AUTOMATIC	*						•		
ADP NETWORK	*	*		*				•	•
AD SERVE	*			*					
ADS SOFTWARE					*			•	•
ADVANCED COMPUTER	*		*	*	*				
ADVANCED DATA									
AGB COMPUTER	*	*		*		•	•		
A.I.A. LTD				*	*			•	•
A.J.K.					*				
A & K COMPUTER									
AKP SERVICE									
ALLAN D'MORIAS				*	*			•	•
ALLCARDS				*	*				
ALLEGRO COMPUTER				*	*			•	•
ALLEN COMPUTER	*	*	*	*	*	•	•		•
ALLIED BUSINESS	*	*	*	*	*			•	•
ALPHA-NUMERIC (MAIDENHEAD)		*							
ALPHA NUMERIC MANAGEMENT						•	•	•	•
ALPHA SYSTEMS				*	*				•
ALTON BUSINESS	*				*			•	•
ALVAN COMPUTER					*				
ALVERONIC COMPUTER	*			*	*			•	•

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
AMBA SOFTWARE	*			*					
AMS (COMPUTER SERVICES)	*				*	•			
ARTHUR ANDERSON				*	*				
ANGLIA DATA (UCSL)	*	*			*	•		•	•
APPLIED COMP. SYSTEMS					*				•
APPLIED COMP. TECHQS.	*			*	*		•		•
APPLIED COMPUTING				*	*			•	•
APT COMPUTER SYSTEM	*		*	*					
ARBAT (UK)	*		*	*	*			•	•
ARC SYSTEMS					*				
ARDEN DATA	*		*	*	*				•
ARGONVILLE									
ARIEL		*							
ASSOCIATED DATA									
ASTRAL COMPUTER	*			*					
ASTRO DATA									
ATKINS ON-LINE	*	*				•	•		
ATTWOOD THOMPSON	*			*	*				•
AUTOMATED INSTRUMENTS	*			*	*				•
AUTOMATIC INFORMATION	*	*	*	*					
AUTOMATION SERVICES	*	*		*					
AVERY PUNCHING									
A-Z SERVICES									
AZTECH SYSTEMS	*			*	*				•
BARBICAN COMPUTER	*			*	*				
BARCELLOS	*			*					•
BARIC COMPUTING	*	*	*		*	•	•		
BARMAEL COMPUTING				*					
BAS COMPUTING									

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
BCM DATA	*			*	*				•
BCT SYSTEMS	*			*	*				
BEAUFORT COMPUTER	*	*	*	*	*		•		•
BEECON			*	*	*				•
BEMROSE INFORMATION	*	*			*				
BERESFORD COMPUTER	*			*	*				
B.I.S. LTD				*	*			•	
BLANSETT LTD					*				
BLUE CIRCLE	*	*		*	*		•		
BOC DATASOLVE	*	*	*	*	*	•	•		
BOEING COMPUTER	*	*		*			•		
BORBOLATTA COMPUTERS	*			*	*				•
BRADLY ASSOCIATES				*	*				
BRISTOL UNIFORMS	*			*					
BRITISH AIRWAYS		*							
G.H. BROWNBILL	*			*	*				•
BRUCE JONES	*				*				
BUILDING COMPUTER	*			*					•
BUNZL DATA	*	*	*	*		•	•		
BUREAU COMPUTER					*				
BURY COMPUTER	*	*	*	*	*	•	•		
BUSINESS & COMPUTER									
BUTLER COX					*				
CACI INC.				*	*				
CALDERDALE COMPUTER	*			*	*				
CAMBRIAN DATA	*		*						
CAMBRIAN DATA (BIRMINGHAM)	*		*	*	*				
CAMBRIDGE COMPUTER (GEEST)	*	*	*	*	*	•	•	•	
CAMBRIDGE INTERACTIVE				*	*				•

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
CAP - CPP	*			*	*				
CAPABILITY SERVICES									
CAPP ASSOCIATES									
CAPSCAM LTD	*					•			•
CARA	*			*	*				
CBSL SOFTWARE	*	*	*	*	*				
CCS LTD	*	*		*					
CDC DATA SERVICES	*	*	*	*	*	•	•	•	
C.E.G.B. COMPUTING	*	*		*					
CELTIC COMPUTER									
CENTRAL COMPUTING									
CENTREFILE	*	*				•	•		•
CENTURY COMPUTER					*				
C & G COMPUTING									
CHANNEL DATA PROCESSING	*	*	*	*	*		•		
CHARRINGTON COMPUTER	*								
CHARTER									
CHELTENHAM COMPUTER							•		
CHILTERN EDUCATIONAL				*					
C.I. DATA CENTRE	*			*					
CINCOM SYSTEMS				*	*				
CLAYMORE MANAGEMENT	*	*	*	*	*	•	•	•	•
CLYDEPORT DATA	*		*	*	*				•
CMES SOFTWARE				*	*				
CMES (TURNKEYSYSTEMS)				*				•	•
CMG COMPUTER	*	*	*	*	*	•	•		•
CODEDIT SERVICES									
COGGON COMPUTERS	*	*	*	*			•		•
COLERAIN COMPUTER	*			*					

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
PETER COLLETT				*	*			•	•
COLLINS CONSULTANTS					*				
COMBYTE SERVICES					*				
COMMERCIAL COMPUTING				*	*				
COMMUNICATIONS SOFTWARE	*			*					
COMPAC COMPUTER	*			*	*				•
COMPOWER	*	*		*	*				
COMPREHENSIVE COMP.	*	*		*	*	•	•		•
COMPUGRAPHICS	*			*					
COMPUERVE	*			*					
COMPUTACROFT	*			*					
COMPUTAPRINT	*								
COMPUTEL	*	*	*	*	*	•	•		•
COMP. ACCOUNTING				*					
COMP. & ACC. SERVICES	*		*	*	*		•		
COMPUTER ACTION	*	*		*				•	•
COMPUTER AIDED				*	*				
COMPUTER ASPECTS	*			*					•
COMPUTER ASSESSMENTS	*			*	*				
COMPUTER CONSORTIUM		*		*					•
COMPUTER DATA PREP.									
COMPUTER DATA PROC.	*								
COMPUTER DATA SERVICE	*			*		•	•		
COMPUTER & DESIGN				*					
COMPUTER DESIGN				*	*				•
COMPUTER FACILITIES	*	*		*	*			•	•
COMPUTER INFORMATION					*				•
COMPUTERISED BUSINESS	*	*	*	*	*				
COMPUTERISED PAYROLL	*				*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
COMPUTERLINE	*	*		*	*	•	•		
COMPUTER & MANAGEMENT									•
COMPUTER PEOPLE				*	*				
COMP. PEOPLE CONTRACTS				*	*				
COMP. PEOPLE MIDLANDS				*	*				
COMP. PEOPLE NORTH				*	*				•
COMPUTER PERSONNEL					*				
COMPUTER SALES									
COMPUTER SERVICES	*			*	*			•	
COMP. SERVS. (LONDON)	*	*		*					
COMP. SERVS. (MERSEYSIDE)	*	*		*					
COMP. SERVICES (S. WEST)	*	*	*	*	*			•	•
COMPUTERSKILLS	*	*					•		
COMP. SYSTEMS INTERNATIONAL	*		*	*	*				•
COMP. TIME BROKERS									
COMP. TIME RESOURCES	*								
COMP. TWO THOUSAND									
COMPUTER WORLD									
COMSHARE	*	*					•		
CONTACT			*						
COOPERATORS					*				
CONSTRUCTION	*	*		*					•
COOPERS & LYBRAND									
CORINIUM	*			*	*	•	•		
CORT COMMERCIAL	*							•	•
COTSWOLD	*			*					
COUNTY	*	*		*	*				
COVEFORD				*					
COX	*	*	*	*	*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
CP COMPUTER				*	*				
CPC COMPUTER					*				
C.P.S.DATA	*				*				
C.P.S. (DATA ENTRY)	*								
CRANFIELD	*		*	*	*				
CRENDON	*		*	*	*				
CRL ABACUS	*		*	*	*				
CRL BUREAU	*	*	*	*		•	•		
CROSS	*			*	*	•			•
CSC UK	*	*	*	*	*		•		
CSS INTERNATIONAL	*	*		*		•	•	•	•
CTS CONTROL									
CUMBRIA COMPUTER	*	*	*	*	*	•	•		
CWS COMPUTER	*	*		*	*	•	•		
CYBERNETIC RESEARCH (CRC)	*	*	*	*					
CYBERNETIC TEACHING					*				
CYBERNET TIME (CRC)	*	*		*	*				
CYPHER COMPUTERS	*				*				•
DALTON DATA									
DAMAN COMPUTER	*				*				
DATA CALL	*	*		*		•	•	•	•
DATA COMPUTING				*					
DATA CONSULTANTS.			*	*	*				
DATA CONTRACTS									
DATA COUNT	*			*					
DATA-DAY									
DATA ENCODING									
DATA ENTERPRISES									
DATAGRAPHIX									

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
DATA INTERNATIONAL	*			*					•
DATA-J									•
DATA-LINK	*	*	*	*	*				
DATA LINK (CI)	*	*	*	*	*		•		•
DATALOG MANAGEMENT					*				
DATA LOGIC				*	*			•	•
DATA NETWORKS	*			*	*				
DATAPREP COMPUTER	*								
DATA PREP SERVICES									
DATAPRO									
DATAPRON									
DATA PUNCH	*	*	*	*	*				
DATA SCIENCES	*	*		*			•		
DATA SERVS. (E.MIDLANDS)									
DATA SERVS. HAVERING									
DATASERV									
DATA 77									
DATASKIL	*	*	*	*	*	•	•		•
DATASTREAM		*							
DATA TRAINING									
DATA TRANSFER	*			*	*				
DATATREK									
DATAWEST	*				*				
DATAWORK									
DAVY COMPUTING	*	*	*	*			•	•	•
DBA COMPUTER					*				
DELOITTE HASKINS				*	*				
DELTA COMPUTER	*	*	*	*	*				
DEL TOM COMPUTER			*		*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
DENCO (HOLDINGS)	*			*					
DESIGN OFFICE					*				
DEWCO SERVICES	*			*					
DIALOG COMPUTING									
DIGITAL APPLICATIONS					*				
DIGITAL COMMERCIAL									•
DIGITAL EQUIPMENT					*				
DISTRIBUTION COMP. SERVICES	*	*		*	*				
DISTRIBUTIVE COMP. SYSTEMS					*		•		
DIXONS DATA	*	*							
DLA COMPUTER									
DMR COMPUTER					*				
DN COMPUTER									
DON COMPUTER	*			*					
DONOGHUE INFORMATION	*	*	*		*	•	•		
DONOVAN DATA		*							
DORSET					*				
D.P. ADVISERS	*	*	*				•		
D.P. SUPPORT					*				
DRAYTON JAMES					*				
DRS DATA	*	*		*	*		•		
DUMFRIES COMPUTER	*				*				
DUNCAN BRANSOM				*	*				
DUNDEE BUSINESS									
DUPORT COMPUTER	*	*	*	*		•	•		
EASIBEE COMPUTING					*				
EASTERN COMPUTER (GEEST)	*	*		*	*				
ECONOMIC DATA									
EDMONSON COMPUTER									

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
EDP (JERSEY)	*	*	*	*	*	•	•		
EDP SERVICES					*				
EDP SYSTEMS									
EJV DATA	*	*							
ELECTRONIC DATA	*	*	*	*	*		•		
EMERALD DATA									
ENGINEERING SOLUTIONS					*	•	•		
ESCO COMPUTING	*	*							
ESSEX CALCULATING					*			•	•
EUROCO COMPUTER					*				
EUROCOM DATA									
EURODATA COMPUTER									•
EUROLOGIC SOFTWARE			*	*	*				
EXCEL DATA									
EXTEL COMPUTING	*			*	*	•	•		
FABER COMPUTER	*	*		*	*				•
FACILITIES MANAGEMENT			*	*	*	•	•		•
FALCON COMPUTER	*	*	*	*	*				
FASB	*								
FENI DATA	*			*	*				•
FERNHART	*		*	*	*				
FERRANTI CETEC									•
FINANCIAL DATA			*						
F INTERNATIONAL					*				
FITZROY COMPUTER					*				
FLETCHER COMPUTER	*			*	*				
FORGE BUSINESS									
FORMAT				*	*				
FORMAT DATA									

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
FORMDESIGN									
FORMSCAN				*	*				
FOSSE COMPUTER	*			*					
FRANKLIN COMPUTER									
FRASER WILLIAMS				*	*				•
GALDOR COMPUTING	*		*	*		•	•		
GAMMA ASSOCIATES	*	*		*	*	•	•		•
GANDLAKE COMPUTER				*	*				
GEC-MIDLAND	*	*	*	*	*	•	•		
GEEST COMPUTER									
GEEST MINICOMPUTER	*			*	*			•	
GEMINI COMPUTER	*			*	*				•
GENERAL & ENGINEERING	*	*	*	*	*				•
GENESYS LTD	*	*		*	*		•	•	•
GESCOMP UK				*	*				
GLASGOW COMPUTER									
GLOBE COMPUTING	*	*	*	*		•	•		•
GLOUCESTER DATA									
GMS COMPUTING	*	*	*	*	*	•	•	•	•
GORDON & GOTCH	*	*		*			•		
GOR-RAY	*				*				
GRAMPIAN COMPUTER	*	*	*	*	*		•		
GRANDMET INFORMATION	*	*	*	*	*				
GREENFIELD & DIXON									
GREENS DATA									
GRESHAM COMPUTER			*	*	*			•	•
GRIMOLDBY DATA									
GROUP SIGMA									
GROVE COMPUTER	*		*	*	*		•		

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES	TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
GUARDGLEN LTD					*	*				•
GUINNESS PEAT					*	*				
HADRIAN COMPUTER		*		*	*	*				
HALLMARK						*		•		
HAMLET COMPUTER		*	*		*		•	•		•
HARLAND COMPUTER		*	*	*	*	*				
HARLEQUIN BUSINESS		*								
HARRISONS COMPUTER		*			*	*				
J. HARWELL										
HAYMARKET COMPUTING										
ALAN HENRY										
HERMES COMPUTING		*								
HEYWOOD & PARTNERS		*		*	*		•	•		
HLW COMPUTER		*			*	*				•
HOLE IN 80										
HONEYWELL NETWORK		*	*				•	•		
ROBERT HORNE		*	*	*	*			•		
HOSKYNS GROUP		*	*	*	*	*				•
HOURDS COMPUTING		*	*		*	*	•	•	•	•
HOUSE OF CARDS		*								
EDMUND HOWARD										
HOWE-DATA		*	*	*		*		•		
HSV LTD										
HUGHES RICHARDS		*	*	*	*	*	•	•		
HUNTINGDON DATA					*	*				
IBEX COMPUTER		*	*	*	*	*	•	•		
IBM DATA		*	*		*	*	•	•		
I.C.D.P. LTD										
ICFC-NUMAS						*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
INCOMPUTER	*	*	*	*	*	•			•
INDEPENDENT COMPUTER	*	*	*	*	*	•	•		•
INDUSTRIAL & COMMERCIAL	*	*	*	*	*				
INFOTECH INTERNATIONAL									
INSIGHT MARKETING					*				
INSURANCE SYSTEMS				*					•
INTEGRATED COMPUTER	*	*		*				•	•
INTERACTIVE DATA									
INTER CITY COMPUTER	*		*	*	*	•			•
INTER CITY DATA									
INTERNATIONAL					*				
INTERPLAN				*	*				
ISIS (GLOUCESTER)					*				
ISIS (LONDON)	*			*	*				
I.S.S. INFORMATION				*	*				•
G.B. JACKSON	*	*	*	*	*				•
JANEEN SERVICES	*	*				•	•		
JASERVE	*	*	*	*	*			•	•
JBS COMPUTER	*			*					
JENSON COMPUTER	*	*	*	*	*	•	•		•
JOHN BELL					*				•
KALAMAZOO COMPUTER	*	*		*		•	•		
K.B.S. COMPUTER	*		*	*	*				•
KEH DATA	*								
KENDAL COMPUTER	*	*	*	*					•
KERR COMPUTER	*	*	*		*	•	•		
KEY-LINE									
K & H BUSINESS	*	*			*			•	•
KINGSHILL COMPUTER	*		*	*	*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
KNIGHT COMPUTER									
KNIGHT CONSULTANCY			*	*	*				
KPG COMPUTER	*			*		•	•		•
LAING COMPUTING	*	*	*	*		•	•	•	•
LANGTON INFORMATION			*	*	*				
LCA COMPUTER	*	*							
LEARMONTH & BURCHETT					*				
LEASCO SOFTWARE	*		*	*	*				•
LEICESTER COMPUTER	*	*	*	*	*		•		•
LINCOLN HOUSE	*	*		*	*	•	•	•	•
LIPMAN MANAGEMENT	*	*	*	*		•	•	•	•
LOGICA LTD					*			•	•
LONDON DATA	*			*					
LOWNDES AJAX	*	*	*	*		•	•	•	•
(LUCS)	*	*		*		•	•		
LYNFORD DATA									
MANAGEMENT COMPUTING									
MANAGEMENT DATABASE	*			*					
MANDATA	*	*	*	*	*			•	•
MANIF SERVICES	*	*	*						
MANX COMPUTER	*	*		*	*	•	•		
MARCOL COMPUTER			*	*	*				•
JOHN MATCHETT					*				
MATICOM LTD									
MEDWAY DATA					*				•
METRA LOWNDES-AJAX	*	*	*	*	*				
METROPOLITAN									•
MFT COMPUTERS				*	*				
MIDLANDS COMPUTING (GEEST)	*	*	*	*			•	•	

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
MILL COMPUTER									
MILLS ASSOCIATES	*		*		*				
MINICOM SYSTEMS									•
DOUGLAS MOORE	*								
MORPRES DATA	*			*					
MOUNCEY									•
MPL COMPUTERS	*	*		*	*			•	•
MULTIPLE ACCOUNTING	*			*					
NAPIER COMPUTER	*			*	*				•
NATIONAL COMPUTER				*	*				
NATIONAL DATA	*	*	*	*	*	•	•	•	•
NEECOS (D.P.)									
NORTHAMPTONSHIRE COMP.	*	*		*			•	•	
NORTH-EAST				*					
NORTH LINCOLNSHIRE						•	•		
OCC COMPUTER									
OLS COMPUTER									
ON LINE				*	*				
ORWELL DATA	*	*	*	*	*		•		
OSPREY COMPUTER	*				*	•	•		
PACKAGE PROGRAMS									
PA COMPUTERS				*	*				•
PANSOPHIC SYSTEMS	*	*		*					
PARR COMPUTER	*		*	*		•	•		•
PATERNOSTER COMP. (FELTHAM)	*	*		*	*		•		
PATERNOSTER COMPUTER	*	*	*	*	*		•		
PAYROLL SERVICES	*	*	*		*				
P-E COMPUTER			*	*	*				•
PEAT MARWICK					*				

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
PEGASUS					*				
PENNINE COMPUTER	*		*	*	*				
PMA CONSULTANTS	*			*					•
POLA COMPUTER	*						•		
PROCARD COMPUTER									
PROFAC COMPUTER				*					
PROTOSET LTD									
PROVIDENT MANAGEMENT	*	*		*		•			
PR PEOPLE									
P.S. COMPUTER	*				*				
HUGH PUSHMAN				*	*				•
HUGH PUSHMAN COMPILERS					*				
QUALITY DATA									
QUOTEL INSURANCE (CRC)	*	*	*	*					
RADIUS COMPUTER	*	*	*	*	*	•	•	•	•
RAIR TIMESHARING	*	*		*		•	•		
RAPIDATA INTERN.	*	*	*	*			•	•	•
RECRUITMENT RESOURCES									
RB COMPUTER			*		*				•
RDS COMPUTER			*			•	•		
RETAIL AUDITS	*			*					
RHM COMPUTING	*	*	*		*	•	•		
RODING COMPUTER	*	*		*					•
ROLFE & NOLAN	*	*		*	*	•	•		
ROSS COMPUTER	*								
ROSSENDALE COMPUTER	*	*	*	*	*		•		•
RTZ COMPUTER	*	*		*	*	•	•	•	•
RUBICON COMPUTER	*		*	*	*			•	•
ST. ANDREW	*	*		*			•		

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
SCAN (CRC)	*	*							
SCAN DATA	*	*		*	*		•		•
SCARAB	*	*	*	*		•	•		
SCHRODER	*	*		*	*	•	•		•
SCICON COMPUTER	*	*	*	*		•	•	•	•
SCICON INTERNAT.					*				
SCIENTIFIC CONTROL								•	•
SCOPE COMPUTER						•	•		
SCOTTISH COMPUTER	*	*							
SEA & LANDWAYS	*		*		*				
SECURITY COMPUTING	*	*	*	*	*	•	•	•	•
I.P. SHARP		*		*		•	•		
S.H. COMPUTER	*			*	*		•		
SHERWOOD COMPUTER									
SIA	*	*			*	•	•		
SIGMA COMPUTING	*			*				•	•
SIMACC SYSTEMS	*	*		*	*				•
SIRIUS B					*				•
SLINN SYSTEMS			*	*	*				
W.H. SMITH	*	*		*	*	•	•		
SECURITY COMPUTING						•	•	•	•
SOFTWARE IMPLEMENTATION				*	*				•
SOFTWARE MARKETING	*			*					
SOFTWARE PRODS.				*					
SOFTWARE SCIENCES	*				*			•	•
SOFTWARE SCI. COMPRIITE	*			*	*				
SOUTHAMPTON COMPUTERS	*	*		*	*				
SOUTH-EAST DATA									
SOUTHERN ACCOUNTING									

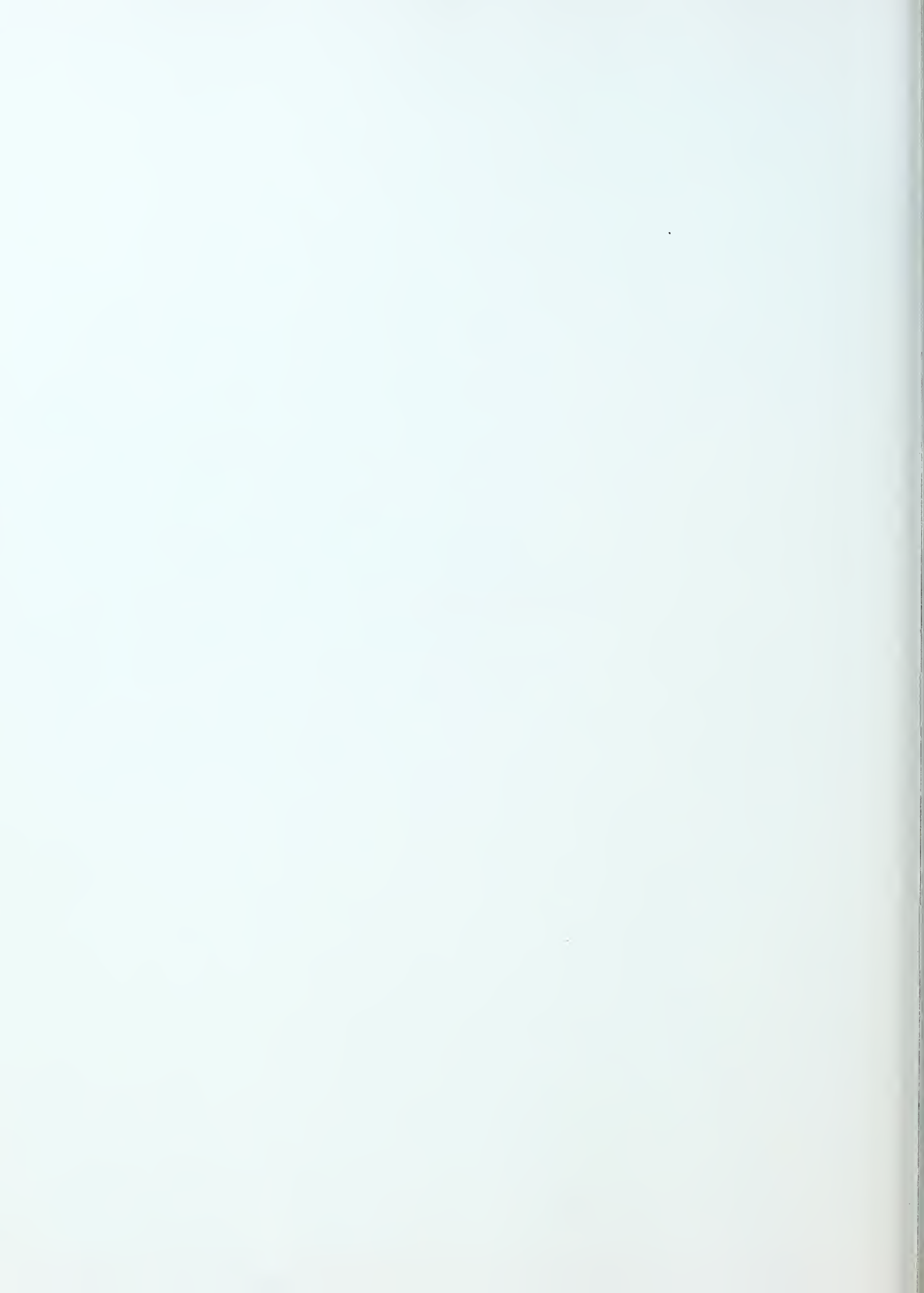
COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
SOUTHERN COMPUTER	*			*					
SOUTHWARK COMPUTER	*	*	*	*		•	•		•
SPECIALIST COMPUTER									
SPERRY GYROSCOPE	*		*	*					•
S.P. SUPPORT					*				
SQUARE ONE DATA									
SQUARE ONE COMPUTER					*				•
STAR COMPUTER	*			*					
STATUS D.P.				*					
STAVELY COMPUTING								•	•
STUDLEY COMPUTER	*			*	*				
SUN ALLIANCE	*			*	*	•	•		
SWAN PUNCHING									
HUGH SYMONS									
SYNERGY LOGISTICS				*	*				
SYNERGY SUCHAN				*					
SYS-COM	*	*	*	*					•
SYSTEM AID	*		*		*				
SYSTEMS CONSULTANTS	*	*		*	*		•		
SYSTEM DESIGNERS	*			*	*				
SYSTEMSHARE	*	*	*	*	*	•	•		•
SYSTEM SOLVE	*	*	*	*	*				
SYSTEM PROGRAMMING				*	*				
SYSTEM RESOURCES			*	*	*				
SYSTEMS 200	*	*		*	*				•
SYSTIME	*		*	*		•	•		
TARGET COMPUTER	*	*	*	*		•	•	•	•
TCS COMPUTER	*	*			*	•	•		
TEAMCO EDP	*	*	*		*		•		

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
TELECOMPUTING	*	*	*	*		•	•		•
TELECOMPUTING SYSTEMS					*				•
TELFORD COMPUTING	*	*		*		•	•		
TEMPO TIMESHARING	*		*	*	*			•	•
THAMES CITY	*	*	*	*					
THI GROUP	*	*							
THORNCROFT MANOR	*	*		*		•	•		
TIME & PEOPLE	*	*		*		•	•		
TKT COMPUTER	*	*		*					
TRIAD COMPUTING			*	*	*			•	•
TRITECH COMPUTER	*			*	*				
2903 IMPLEMENTATION				*	*				
TYGOZE	*		*	*	*				
TYLIN	*	*		*	*	•			•
TYMSHARE	*	*		*	*	•	•		
UCC	*	*							
UCSL	*	*		*					•
UNILEVER (see UCSL)						•	•		
UNITED COMPUTING	*	*		*					
UNIVER. OF SOUTHAMPTON	*	*							
VALIDATA									
VENTEK		*		*				•	
VICKERS	*	*	*	*	*				
VICTORIA									
VIDEO				*	*				•
VLI GROUP				*	*				•
WALTHOM MANAGEMENT			*	*	*				
WANDLE COMPUTER	*				*				
WARREN POINT				*	*		•	•	•

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
WASHINGTON				*	*				•
WATSONS				*	*				
WEALDEN	*		*	*	*		•		
WEBSTER DATA									
WELLORAX	*	*	*	*	*	•			
WELLORAX WORDCRUNCHERS	*	*			*				
WESDAC SYSTEMS	*			*	*			•	•
WESSEX COMPUTER	*	*		*		•		•	•
WESTERN DATA								•	•
WESTERN PROGRAMMING					*				•
WEST MIDS. COMPUTER				*					
WEST MIDS. MANAGEMENT									
WEST RIDING									
WHEATSHEAF	*								
M.F. WHELAN									
WHESOE TECHNICAL	*	*		*		•	•		
WHITE FISH	*				*				
WIGMORE					*			•	•
WILCOX					*				
WILFORD									
WILL-DENN									
WILSON HUGHES		*		*	*				•
PAMELA WOODMAN				*	*				
WOODSOME PARK	*		*	*	*				
WOOTTON, JEFFREYS	*	*		*	*				•
WORDSWRIGHT	*	*		*		•	•		•
W.P.S.	*			*	*				
X CALIBUR	*	*	*		*	•	•		•
XOREN COMPUTERS				*	*				•

COMPANY NAME	COMPUTER SERVICES MARKET SEGMENT					TERMINALS SUPPLIED	VDU TERMINALS SUPPLIED	VENDOR OF SBS/MINI	TURNKEY
	BATCH	REMOTE COMPUTING	FACILITIES MANAGEMENT	SOFTWARE PRODUCTS	PROFESSIONAL SERVICES				
Y.B. COMPUTER									
ZEUS-HERMES				*	*			•	•
<u>EIRE</u>									
ADP NETWORK	*	*		*					
A.F.P. COMPUTER									
ALLAN D'MORIAS									
ALTERGO (IREL)					*				
APPLIED MANAGEMENT			*	*	*				
AUTOMATIC INFO.									
BARRETT COMPUTER									
CACI (IREL)					*				
CARA DATA	*	*	*	*	*				
CENTRAL COMPUTING									
COMPUTER ACTION									
COMPUTER ENTERPRISES									
COMPUTER SERVICES	*	*	*	*	*				
COMPUTER SOFTWARE	*		*	*	*				
COMPUTIME LTD	*				*				
DATA CONVERSION									
DATA SERVICES	*			*	*			/	
DONAGHUE									
GAMMA DATASYSTEMS									
HONEYWELL INF.	*	*	*	*	*				

GEOGRAPHIC INDEX



COMPANIES	GEOGRAPHIC MARKETS									
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
ABACUS PUNCHING				X						
ABASYL				X						
ABC DATAPREP					X					
ABRAXAS COMPUTER		X								
ACCORD COMPUTER		X								
ACCOUNTING & INFORM.		X								
ADMIN COMPUTER										X
ADP AUTOMATIC					X				X	
ADP NETWORK		X		X	X	X	X	X	X	X
AD SERVE		X								
ADS SOFTWARE		X								
ADVANCED COMPUTER			X							
ADVANCED DATA					X					
AGB COMPUTER		X			X					
A.I.A. LTD			X							
A.J.K.		X								
A & K COMPUTER							X			
AKP SERVICE			X							
ALLAN D'MORIAS					X			X		
ALLCARDS			X							
ALLEGRO COMPUTER					X					
ALLEN COMPUTER		X								
ALLIED BUSINESS		X	X				X			
ALPHA-NUMERIC (MAIDENHEAD)					X					
ALPHA NUMERIC MANAGEMENT					X					
ALPHA SYSTEMS										
ALTON BUSINESS				X						
ALVAN COMPUTER					X					
ALVERONIC COMPUTER										X
AMBA SOFTWARE					X					

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
AMS (COMPUTER SERVICES)	X									
ARTHUR ANDERSON		X								
ANGLIA DATA (UCSL)				X						X
APPLIED COMP. SYSTEMS									X	
APPLIED COMP. TECHQS.		X			X	X	X			
APPLIED COMPUTING		X					X		X	
APT COMPUTER SYSTEM		X								
ARBAT (UK)	X									
ARC SYSTEMS									X	
ARDEN DATA							X			
ARGONVILLE					X					
ARIEL					X					
ASSOCIATED DATA				X						
ASTRAL COMPUTER	X									
ASTRO DATA							X			
ATKINS ON-LINE			X			X	X		X	X
ATTWOOD THOMPSON					X					
AUTOMATED INSTRUMENTS									X	
AUTOMATIC INFORMATION										X
AUTOMATION SERVICES			X							
AVERY PUNCHING		X								
A-Z SERVICES		X								
AZTECH SYSTEMS									X	
BARBICAN COMPUTER	X									
BARCELLOS							X			
BARIC COMPUTING				X	X	X	X		X	
BARMAEL COMPUTING										
BAS COMPUTING									X	
BCM DATA				X			X	X		
BCT SYSTEMS									X	

COMPANIES	GEOGRAPHIC MARKETS									
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BEAUFORT COMPUTER						x				
BEECON									x	
BEMROSE INFORMATION							x			
BERESFORD COMPUTER					x					
B.I.S. LTD	x									
BLANSETT LTD						x				
BLUE CIRCLE		x	x							
BOC DATASOLVE					x					
BOEING COMPUTER				x	x					
BORBOLATTA COMPUTERS							x			
BRADLY ASSOCIATES							x			
BRISTOL UNIFORMS						x				
BRITISH AIRWAYS					x					
G.H. BROWNBILL									x	
BRUCE JONES							x			
BUILDING COMPUTER						x				
BUNZL DATA					x				x	x
BUREAU COMPUTER			x							
BURY COMPUTER				x						
BUSINESS & COMPUTER	x									
BUTLER COX	x									
CACI INC.		x								
CALDERDALE COMPUTER										x
CAMBRIAN DATA							x		x	
CAMBRIAN DATA (BIRMINGHAM)							x			
CAMBRIDGE COMPUTER (GEEST)				x						
CAMBRIDGE INTERACTIVE				x						
CAP - CPP		x			x				x	
CAPABILITY SERVICES				x						
CAPP ASSOCIATES			x						x	

COMPANIES \ GEOGRAPHIC MARKETS										
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CAPSCAM LTD		X								
CARA					X					
CBSL SOFTWARE					X	X				
CCS LTD		X								
CDC DATA SERVICES				X						
C.E.G.B. COMPUTING			X							
CELTIC COMPUTER						X				
CENTRAL COMPUTING			X							
CENTREFILE	X								X	
CENTURY COMPUTER	X									
C & G COMPUTING						X	X		X	
CHANNEL DATA PROCESSING					X					
CHARRINGTON COMPUTER				X						
CHARTER			X							
CHELTENHAM COMPUTER						X				
CHILTERN EDUCATIONAL					X					
C.I. DATA CENTRE					X					
CINCOM SYSTEMS					X					
CLAYMORE MANAGEMENT							X			
CLYDEPORT DATA							X			
CMES SOFTWARE	X									
CMES (TURNKEYSYSTEMS)	X									
CMG COMPUTER			X		X			X		
CODEDIT SERVICES							X			
COGGON COMPUTERS							X			X
COLERAIN COMPUTER									X	
PETER COLLETT		X								
COLLINS CONSULTANTS					X					
COMBYTE SERVICES		X							X	
COMMERCIAL COMPUTING		X								

COMPANIES	GEOGRAPHIC MARKETS									
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COMMUNICATIONS SOFTWARE				x						
COMPAC COMPUTER					x					
COMPOWER						x	x	x	x	x
COMPREHENSIVE COMP.									x	x
COMPUGRAPHICS									x	
COMPUSERVE				x						
COMPUTACROFT									x	
COMPUTAPRINT	x									
COMPUTEL					x					
COMP. ACCOUNTING									x	
COMP. & ACC. SERVICES		x								
COMPUTER ACTION			x							
COMPUTER AIDED				x						
COMPUTER ASPECTS									x	
COMPUTER ASSESSMENTS										x
COMPUTER CONSORTIUM		x								
COMPUTER DATA PREP.										x
COMPUTER DATA PROC.			x							
COMPUTER DATA SERVICE							x			x
COMPUTER & DESIGN					x					
COMPUTER DESIGN						x			x	
COMPUTER FACILITIES							x			
COMPUTER INFORMATION	x									
COMPUTERISED BUSINESS					x	x				
COMPUTERISED PAYROLL			x							
COMPUTERLINE			x							
COMPUTER & MANAGEMENT	x									
COMPUTER PEOPLE		x								
COMP. PEOPLE CONTRACTS		x								
COMP. PEOPLE MIDLANDS							x			

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
COMP. PEOPLE NORTH									X	
COMPUTER PERSONNEL		X								
COMPUTER SALES									X	
COMPUTER SERVICES			X							
COMP. SERVS. (LONDON)					X					
COMP. SERVS. (MERSEYSIDE)									X	
COMP. SERVICES (S. WEST)						X				
COMPUTERSKILLS										X
COMP. SYSTEMS INTERNATIONAL		X								
COMP. TIME BROKERS					X					
COMP. TIME RESOURCES	X									
COMP. TWO THOUSAND		X								
COMPUTER WORLD			X							
COMSHARE		X				X	X	X	X	X
COMTACT		X								
COOPERATORS		X								
CONSTRUCTION							X			
COOPERS & LYBRAND	X									
CORINIUM						X				
CORT COMMERCIAL					X					
COTSWOLD						X				
COUNTY					X					
COVEFORD					X					
COX			X							
CP COMPUTER							X			
CPC COMPUTER							X			
C.P.S.DATA							X			
C.P.S. (DATA ENTRY)							X			
CRANFIELD			X							
CRENDON					X					

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
CRL ABACUS							X		X	X
CRL BUREAU		X					X			
CROSS			X							
CSC UK		X								
CSS INTERNATIONAL		X								
CTS CONTROL			X							
CUMBRIA COMPUTER									X	
CWS COMPUTER			X	X			X	X	X	
CYBERNETIC RESEARCH (CRC)	X									
CYBERNETIC TEACHING							X			
CYBERNET TIME (CRC)	X		X	X	X				X	
CYPHER COMPUTERS				X			X			X
DALTON DATA										X
DAMAN COMPUTER									X	
DATA CALL								X	X	X
DATA COMPUTING			X							
DATA CONSULTANTS							X			
DATA CONTRACTS				X						
DATA COUNT					X					
DATA-DAY		X								
DATA ENCODING					X					
DATA ENTERPRISES								X		
DATAGRAPHIX					X					
DATA INTERNATIONAL			X							
DATA-J			X							
DATA-LINK ⁺			X							
DATA LINK (CI)					X					
DATALOG MANAGEMENT					X					
DATA LOGIC					X		X		X	
DATA NETWORKS				X			X			

COMPANIES	GEOGRAPHIC MARKETS									
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
DATAPREP COMPUTER					X					
DATA PREP SERVICES							X			
DATAPRO			X		X					
DATAPRON							X			
DATA PUNCH								X		
DATA SCIENCES							X		X	X
DATA SERVS. (E.MIDLANDS)				X						
DATA SERVS. HAVERING				X						
DATASERV					X					
DATA 77							X			
DATASKIL					X			X	X	
DATASTREAM	X									
DATA TRAINING		X								
DATA TRANSFER			X				X		X	
DATATREK			X							
DATAWEST					X					
DATAWORK					X					
DAVY COMPUTING										X
DBA COMPUTER	X									
DELOITTE HASKINS	X									
DELTA COMPUTER		X								
DELTOM COMPUTER			X							
DENCO (HOLDINGS)						X				
DESIGN OFFICE				X						
DEWCO SERVICES						X				
DIALOG COMPUTING			X							
DIGITAL APPLICATIONS		X								
DIGITAL COMMERCIAL		X								
DIGITAL EQUIPMENT		X	X		X	X	X	X	X	
DISTRIBUTION COMP. SERVICES								X		

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
DISTRIBUTIVE COMP. SYSTEMS							X			
DIXONS DATA					X					
DLA COMPUTER					X					
DMR COMPUTER						X				
DN COMPUTER							X		X	
DON COMPUTER										X
DONOGHUE INFORMATION							X		X	
DONOVAN DATA		X								
DORSET						X				
D.P. ADVISERS			X							
D.P. SUPPORT		X								
DRAYTON JAMES		X								
DRS DATA					X					
DUMFRIES COMPUTER								X		
DUNCAN BRANSOM				X						
DUNDEE BUSINESS								X		
DUPORT COMPUTER						X				
EASIBEE COMPUTING				X						
EASTERN COMPUTER (GEEST)				X						
ECONOMIC DATA									X	
EDMONSON COMPUTER										X
EDP (JERSEY)						X				
EDP SERVICES			X							
EDP SYSTEMS		X								
EJV DATA	X								X	
ELECTRONIC DATA										X
EMERALD DATA				X						
ENGINEERING SOLUTIONS			X							
ESCO COMPUTING								X		
ESSEX CALCULATING				X						

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
EUROCO COMPUTER		X								
EUROCOM DATA				X			X		X	X
EURODATA COMPUTER			X							
EUROLOGIC SOFTWARE			X							
EXCEL DATA								X		
EXTEL COMPUTING	X									
FABER COMPUTER				X						
FACILITIES MANAGEMENT									X	
FALCON COMPUTER			X							
FASB										X
FENI DATA					X					
FERNHART			X							
FERRANTI CETEC								X		
FINANCIAL DATA		X								
F INTERNATIONAL					X					
FITZROY COMPUTER			X							
FLETCHER COMPUTER							X			
FORGE BUSINESS			X							
FORMAT					X					
FORMAT DATA										X
FORMDESIGN							X			
FORMSCAN						X				
FOSSE COMPUTER							X			
FRANKLIN COMPUTER									X	
FRASER WILLIAMS							X	X	X	X
GALDOR COMPUTING			X							
GAMMA ASSOCIATES	X				X		X			
GANDLAKE COMPUTER					X					
GEC-MIDLAND				X			X		X	

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
GEEST MINICOMPUTER							X			
GEMINI COMPUTER		X							X	
GENERAL & ENGINEERING						X				
GENESYS LTD							X			
GE ₀ COMP UK					X					
GLASGOW COMPUTER								X		
GLOBE COMPUTING		X								
GLOUCESTER DATA						X				
GROVE COMPUTER				X						
GUARDGLEN LTD			X							
GUINNESS PEAT	X									
HADRIAN COMPUTER							X			X
HALLMARK			X							
HAMLET COMPUTER					X					
HARLAND COMPUTER		X								
HARLEQUIN BUSINESS			X							
HARRISONS COMPUTER	X					X				
J. HARWELL		X								
HAYMARKET COMPUTING				X						
ALAN HENRY									X	
GMS COMPUTING										X
GORDON & GOTCH	X				X					
GOR-RAY					X					
GRAMPIAN COMPUTER								X		
GRANDMET INFORMATION			X		X					
GREENFIELD & DIXON									X	
GREENS DATA							X			
GRESHAM COMPUTER					X	X				
GRIMOLDBY DATA							X			X
GROUP SIGMA			X							

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
HERMES COMPUTING	x									
HEYWOOD & PARTNERS									x	
HLW COMPUTER					x		x			
HOLE IN 80					x					
HONEYWELL NETWORK		x								
ROBERT HORNE	x									
HOSKYN'S GROUP	x			x		x	x		x	x
HOURS COMPUTING							x			
HOUSE OF CARDS		x	x							
EDMUND HOWARD			x							
HOWE-DATA			x							
HSV LTD			x		x					
HUGHES RICHARDS					x					
HUNTINGDON DATA							x			
IBEX COMPUTER				x						
IBM DATA					x					
I.C.D.P. LTD							x			
ICFC-NUMAS					x					
INCOMPUTER			x							
INDEPENDENT COMPUTER									x	
INDUSTRIAL & COMMERCIAL					x		x			
INFOTECH INTERNATIONAL					x					
INSIGHT MARKETING		x								
INSURANCE SYSTEMS					x					
INTEGRATED COMPUTER			x							
INTERACTIVE DATA	x									
INTER CITY COMPUTER							x			
INTER CITY DATA						x				
INTERNATIONAL			x							
INTERPLAN					x					

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
ISIS (GLOUCESTER)						X				
ISIS (LONDON)					X					
I.S.S. INFORMATION					X					
G.B. JACKSON			X							
JANEEN SERVICES	X									
JASERVE			X							
JBS COMPUTER							X			
JENSON COMPUTER						X				
JOHN BELL		X								
KALAMAZOO COMPUTER							X			
K.B.S. COMPUTER							X		X	
KEH DATA							X			
KENDAL COMPUTER				X						
KERR COMPUTER								X		
KEY-LINE		X								
K & H BUSINESS			X							
KINGSHILL COMPUTER						X				
KNIGHT COMPUTER		X								
KNIGHT CONSULTANCY			X							
KPG COMPUTER			X		X					
LAING COMPUTING			X	X	X	X	X	X		X
LANGTON INFORMATION		X								
LCA COMPUTER					X					
LEARMONTH & BURCHETT		X								
LEASCO SOFTWARE					X					
LEICESTER COMPUTER							X			
LINCOLN HOUSE	X									
LIPMAN MANAGEMENT					X					
LOGICA LTD		X								
LONDON DATA					X					

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
LOWNDES AJAX			X						X	
(LUCS)		X								
LYNFORD DATA				X						
MANAGEMENT COMPUTING	X									
MANAGEMENT DATABASE							X			
MANDATA										X
MANIF SERVICES					X					
MANX COMPUTER									X	
MARCOL COMPUTER		X		X			X			
JOHN MATCHETT					X					
MATICOM LTD					X					
MEDWAY DATA		X					X			
METRA LOWNDES-AJAX			X							
METROPOLITAN		X								
MFT COMPUTERS							X		X	
MIDLANDS COMPUTING (GEEST)							X			
MILL COMPUTER			X							
MILLS ASSOCIATES						X	X	X	X	X
MINICOM SYSTEMS					X					
DOUGLAS MOORE			X		X					
MORPRES DATA		X			X					
MOUNCEY		X								
MPL COMPUTERS						X				
MULTIPLE ACCOUNTING							X			X
NAPIER COMPUTER				X						
NATIONAL COMPUTER						X	X	X	X	
NATIONAL DATA	X									X
NEECOS (D.P.)										X
NORTHAMPTONSHIRE COMP.						X				
NORTH-EAST										X

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
NORTH LINCOLNSHIRE				X						
OCC COMPUTER		X								
OLS COMPUTER			X							
ON LINE					X	X				
ORWELL DATA				X						
OSPREY COMPUTER					X					
PACKAGE PROGRAMS	X						X	X	X	
PA COMPUTERS		X								
PANSOPHIC SYSTEMS					X				X	
PARR COMPUTER							X			
PATERNOSTER COMP. (FELTHAM)					X					
PATERNOSTER COMPUTER	X									
PAYROLL SERVICES			X							
P-E COMPUTER			X				X	X		X
PEAT MARWICK	X									
PEGASUS					X					
PENNINE COMPUTER									X	
PMA CONSULTANTS			X							
POLA COMPUTER				X						
PROCARD COMPUTER		X								
PROFAC COMPUTER			X							
PROTOSET LTD								X		
PROVIDENT MANAGEMENT										X
PR PEOPLE			X						X	
P.S. COMPUTER			X							
HUGH PUSHMAN					X					
HUGH PUSHMAN COMPILERS					X					
QUALITY DATA					X					
QUOTEL INSURANCE (CRC)	X									
RADIUS COMPUTER										X

COMPANIES	GEOGRAPHIC MARKETS									
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
RAIR TIMESHARING		X								
RAPIDATA INTERN.		X								
RECRUITMENT RESOURCES		X								
RB COMPUTER			X							
RDS COMPUTER					X					
RETAIL AUDITS					X					
RHM COMPUTING		X		X						
RODING COMPUTER				X						
ROLFE & NOLAN	X									
ROSS COMPUTER						X				
ROSSENDALE COMPUTER									X	
RTZ COMPUTER		X				X				
RUBICON COMPUTER				X						
ST. ANDREW								X		
SCAN (CRC)	X									
SCAN DATA			X		X					
SCARAB			X							
SCHRODER						X				
SCICON COMPUTER				X	X	X	X		X	
SCICON INTERNAT.		X								
SCIENTIFIC CONTROL		X								
SCOPE COMPUTER					X					
SCOTTISH COMPUTER								X		
SEA & LANDWAYS								X		
SECURITY COMPUTING				X						
I.P. SHARP		X				X		X	X	
S.H. COMPUTER										
SHERWOOD COMPUTER				X						
SIA		X								
SIGMA COMPUTING					X					

COMPANIES	GEOGRAPHIC MARKETS									
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
SIMACC SYSTEMS					X					
SIRIUS B					X				X	
SLINN SYSTEMS										X
W.H. SMITH						X				
SECURITY COMPUTING				X						
SOFTWARE IMPLEMENTATION		X								
SOFTWARE MARKETING					X					
SOFTWARE PRODS.			X						X	
SOFTWARE SCIENCES					X					
SOFTWARE SCI. COMPRIE						X			X	
SOUTHAMPTON COMPUTERS					X					
SOUTH-EAST DATA			X							
SOUTHERN ACCOUNTING			X							
SOUTHERN COMPUTER			X							
SOUTHWARK COMPUTER	X									
SPECIALIST COMPUTER							X		X	
SPERRY GYROSCOPE						X				
S.P. SUPPORT							X			
SQUARE ONE DATA					X					
SQUARE ONE COMPUTER					X					
STAR COMPUTER		X					X			
STATUS D.P.				X						
STAVELY COMPUTING							X			
STUDLEY COMPUTER							X			
SUN ALLIANCE			X				X			
SWAN PUNCHING			X							
HUGH SYMONS					X					
SYNERGY LOGISTICS				X						
SYNERGY SUCHAN				X						
SYS-COM							X			

COMPANIES \ GEOGRAPHIC MARKETS	1. LONDON: CITY & FIN'L.	2. LONDON: CENTRAL	3. LONDON: SOUTH	4. LONDON: NORTH	5. LONDON: WEST	6. SOUTHWEST AND WALES	7. MIDLANDS	8. SCOTLAND	9. NORTHWEST	0. NORTHEAST
SYSTEM AID					x					
SYSTEMS CONSULTANTS								x		
SYSTEM DESIGNERS			x	x	x					
SYSTEMSHARE			x	x			x	x	x	
SYSTEM SOLVE					x					
SYSTEM PROGRAMMING		x				x	x		x	
SYSTEM RESOURCES							x			
SYSTEMS 200										
SYSTIME						x	x	x	x	x
TARGET COMPUTER				x					x	
TCS COMPUTER			x							
TEAMCO EDP	x									
TELECOMPUTING										
TELECOMPUTING SYSTEMS					x				x	
TELFORD COMPUTING					x		x			
TEMPO TIMESHARING		x								
THAMES CITY						x				
THI GROUP			x		x					
THORNCROFT MANOR			x							
TIME & PEOPLE	x	x								
TKT COMPUTER										x
TRIAD COMPUTING		x	x							
TRITECH COMPUTER			x							
2903 IMPLEMENTATION				x						
TYGOZE			x							
TYLIN			x							
TYMSHARE	x				x					
UCC			x				x	x	x	
UCSL	x		x	x	x				x	x

COMPANIES \ GEOGRAPHIC MARKETS										
	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
UNITED COMPUTING		X								
UNIVER. OF SOUTHAMPTON					X					
VALIDATA			X							
VENTEK			X	X	X	X	X	X	X	X
VICKERS										
VICTORIA									X	
VIDEO							X			
VLI GROUP		X					X			
WALTHOM MANAGEMENT		X								
WANDLE COMPUTER			X							
WARREN POINT				X						
WASHINGTON										X
WATSONS									X	
WEALDEN			X							
WEBSTER DATA			X							
WELLORAX			X							
WELLORAX WORDCRUNCHERS			X							
WESDAC SYSTEMS					X					
WESSEX COMPUTER					X					
WESTERN DATA						X				
WESTERN PROGRAMMING						X				
WEST MIDS. COMPUTER							X			
WEST MIDS. MANAGEMENT							X			
WEST RIDING										X
WHEATSHEAF							X			
M.F. WHELAN				X						
WHESOE TECHNICAL										X
WHITE FISH										X
WIGMORE		X	X							
WILCOX						X				

COMPANIES \ GEOGRAPHIC MARKETS	1 LONDON: CITY & FIN'L.	2 LONDON: CENTRAL	3 LONDON: SOUTH	4 LONDON: NORTH	5 LONDON: WEST	6 SOUTHWEST AND WALES	7 MIDLANDS	8 SCOTLAND	9 NORTHWEST	0 NORTHEAST
WILFORD									X	
WILL-DENN			X							
WILSON HUGHES					X					
PAMELA WOODMAN					X					
WOODSOME PARK										X
WOOTTON, JEFFREYS			X						X	
WORDSWRIGHT	X									
W.P.S.					X					
X CALIBUR		X		X						
XOREN COMPUTERS					X					
Y.B. COMPUTER										X
ZEUS-HERMES		X								

**INDUSTRY MARKETS
COVERED**

CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS											HIGHLIGHTS
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	
ABACUS PUNCHING											●	
ABASYL											●	
ABC DATAPREP											●	
ABRAXAS COMPUTER											●	
ACCORD COMPUTER											●	
ACCOUNTING & INFORM.					*						●	
ADMIN COMPUTER											●	
ADP AUTOMATIC	*	*	*	*	*	*	*	*	*	*	●	
ADP NETWORK	*	*			*						●	●
AD SERVE					*					*	●	
ADS SOFTWARE					*					*	●	
ADVANCED COMPUTER											●	
ADVANCED DATA											●	
AGB COMPUTER										*	●	
A.I.A. LTD				*						*	●	
A.J.K.											●	
A & K COMPUTER											●	
AKP SERVICE											●	
ALLAN D'MORIAS	*										●	
ALLCARDS										*	●	
ALLEGRO COMPUTER				*							●	
ALLEN COMPUTER					*						●	
ALLIED BUSINESS	*			*							●	
ALPHA-NUMERIC (MAIDENHEAD)											●	
ALPHA NUMERIC MANAGEMENT											●	
ALPHA SYSTEMS	*			*	*	*		*			●	
ALTON BUSINESS				*							●	
ALVAN COMPUTER											●	
ALVERONIC COMPUTER					*						●	

CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS											HIGHLIGHTS
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	
AMBA SOFTWARE											•	
AMS (COMPUTER SERVICES)					*						•	
ARTHUR ANDERSON					*						•	
ANGLIA DATA (UCSL)	*				*						•	•
APPLIED COMP. SYSTEMS					*						•	
APPLIED COMP. TECHQS.					*						•	
APPLIED COMPUTING		*			*					*	•	
APT COMPUTER SYSTEM	*				*					*	•	
ARBAT (UK)					*						•	
ARC SYSTEMS					*						•	
ARDEN DATA	*				*					*	•	
ARGONVILLE					*						•	
ARIEL											•	
ASSOCIATED DATA											•	
ASTRAL COMPUTER					*	*					•	
ASTRO DATA											•	
ATKINS ON-LINE	*				*						•	•
ATTWOOD THOMPSON											•	
AUTOMATED INSTRUMENTS	*				*						•	
AUTOMATIC INFORMATION				*	*					*	•	
AUTOMATION SERVICES	*				*						•	
AVERY PUNCHING											•	
A-Z SERVICES											•	
AZTECH SYSTEMS		*		*	*						•	
BARBICAN COMPUTER					*						•	
BARCELLOS					*						•	
BARIC COMPUTING					*					*	•	•
BARMAEL COMPUTING					*						•	
BAS COMPUTING											•	

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COMPANY NAME	INDUSTRY MARKETS											
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	HIGHLIGHTS
BCM DATA		*			*					*	●	
BCT SYSTEMS					*					*	●	
BEAUFORT COMPUTER					*	*					●	
BEECON					*						●	
BEMROSE INFORMATION										*	●	
BERESFORD COMPUTER					*						●	
B.I.S. LTD					*	*					●	
BLANSETT LTD											●	
BLUE CIRCLE		*								*	●	
BOC DATASOLVE					*					*	●	●
BOEING COMPUTER	*				*						●	●
BORBOLATTA COMPUTERS					*					*	●	
BRADLY ASSOCIATES											●	
BRISTOL UNIFORMS				*	*						●	
BRITISH AIRWAYS		*									●	
G.H. BROWNBILL					*						●	
BRUCE JONES										*	●	
BUILDING COMPUTER										*	●	
BUNZL DATA		*			*		*				●	
BUREAU COMPUTER											●	
BURY COMPUTER				*	*						●	
BUSINESS & COMPUTER											●	
BUTLER COX											●	
CACI INC.	*	*			*		*	*	*	*	●	
CALDERDALE COMPUTER					*						●	
CAMBRIAN DATA				*	*					*	●	
CAMBRIAN DATA (BIRMINGHAM)										*	●	
CAMBRIDGE COMPUTER(GEEST)	*	*			*					*	●	●
CAMBRIDGE INTERACTIVE										*	●	

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CAP - CPP					*	*			*	*	●	●
CAPABILITY SERVICES											●	
CAPP ASSOCIATES											●	
CAPSCAM LTD											●	
CARA					*					*	●	
CBSL SOFTWARE					*						●	
CCS LTD											●	
CDC DATA SERVICES				*	*					*	●	●
C.E.G.B. COMPUTING										*	●	
CELTIC COMPUTER											●	
CENTRAL COMPUTING											●	
CENTREFILE					*					*	●	●
CENTURY COMPUTER											●	
C & G COMPUTING											●	
CHANNEL DATA PROCESSING		*			*	*				*	●	
CHARRINGTON COMPUTER	*	*		*	*	*		*	*	*	●	●
CHARTER											●	
CHELTENHAM COMPUTER											●	
CHILTERN EDUCATIONAL	*									*	●	
C.I. DATA CENTRE											●	
CINCOM SYSTEMS											●	
CLAYMORE MANAGEMENT					*					*	●	
CLYDEPORT DATA					*						●	
CMES SOFTWARE					*						●	
CMES (TURNKEYSYSTEMS)					*						●	
CMG COMPUTER					*						●	●
CODEDIT SERVICES											●	
COGGON COMPUTERS	*				*						●	
COLERAIN COMPUTER					*						●	

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PETER COLLETT						*					•	
COLLINS CONSULTANTS											•	
COMBYTE SERVICES											•	
COMMERCIAL COMPUTING					*						•	
COMMUNICATIONS SOFTWARE					*					*	•	
COMPAC COMPUTER	*				*						•	
COMPOWER	*	*	*	*	*	*	*	*	*		•	•
COMPREHENSIVE COMP.					*						•	
COMPUGRAPHICS										*	•	
COMPUSERVE					*					*	•	
COMPUTACROFT	*									*	•	
COMPUTAPRINT										*	•	
COMPUTEL									*		•	•
COMP. ACCOUNTING					*					*	•	
COMP. & ACC. SERVICES					*					*	•	
COMPUTER ACTION				*	*						•	
COMPUTER AIDED								*		*	•	
COMPUTER ASPECTS					*						•	
COMPUTER ASSESSMENTS						*					•	
COMPUTER CONSORTIUM										*	•	
COMPUTER DATA PREP.											•	
COMPUTER DATA PROC.										*	•	
COMPUTER DATA SERVICE					*						•	
COMPUTER & DESIGN										*	•	
COMPUTER DESIGN						*				*	•	
COMPUTER FACILITIES					*						•	
COMPUTER INFORMATION											•	
COMPUTERISED BUSINESS						*				*	•	
COMPUTERISED PAYROLL						*					•	

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COMPUTERLINE	*	*			*					*	●	
COMPUTER & MANAGEMENT											●	
COMPUTER PEOPLE											●	
COMP. PEOPLE CONTRACTS											●	
COMP. PEOPLE MIDLANDS											●	
COMP. PEOPLE NORTH											●	
COMPUTER PERSONNEL											●	
COMPUTER SALES											●	
COMPUTER SERVICES					*						●	
COMP. SERVS. (LONDON)					*						●	
COMP. SERVS. (MERSEYSIDE)					*						●	
COMP. SERVICES (S. WEST)					*					*	●	
COMPUTERSKILLS					*						●	
COMP. SYSTEMS INTERNATIONAL											●	
COMP. TIME BROKERS											●	
COMP. TIME RESOURCES											●	
COMP. TWO THOUSAND											●	
COMPUTER WORLD											●	
COMSHARE					*				*		●	●
CONTACT											●	
COOPERATORS											●	
CONSTRUCTION										*	●	
COOPERS & LYBRAND											●	
CORINIUM					*						●	
CORT COMMERCIAL				*							●	
COTSWOLD					*	*					●	
COUNTY					*						●	
COVEFORD					*						●	
COX					*						●	

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CP COMPUTER											•	
CPC COMPUTER											•	
C.P.S.DATA					*					*	•	
C.P.S. (DATA ENTRY)											•	
CRANFIELD											•	
CRENDON										*	•	
CRL ABACUS											•	
CRL BUREAU											•	
CROSS						*			*		•	
CSC UK		*			*				*	*	•	•
CSS INTERNATIONAL										*	•	
CTS CONTROL				*	*						•	
CUMBRIA COMPUTER											•	
CWS COMPUTER	*			*	*						•	
CYBERNETIC RESEARCH (CRC)											•	•
CYBERNETIC TEACHING								*			•	
CYBERNET TIME (CRC)					*						•	•
CYPHER COMPUTERS					*					*	•	
DALTON DATA											•	
DAMAN COMPUTER					*						•	
DATA CALL										*	•	
DATA COMPUTING											•	
DATA CONSULTANTS					*						•	
DATA CONTRACTS											•	
DATACOUNT					*						•	
DATA-DAY											•	
DATA ENCODING											•	
DATA ENTERPRISES											•	
DATAGRAPHIX											•	

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DATA INTERNATIONAL										*	•	
DATA-J											•	
DATA-LINK											•	
DATA LINK (CI)					*		*			*	•	
DATALOG MANAGEMENT				*						*	•	
DATA LOGIC	*			*	*	*				*	•	
DATA NETWORKS										*	•	
DATAPREP COMPUTER											•	
DATA PREP SERVICES											•	
DATAPRO											•	
DATAPRON											•	
DATA PUNCH					*					*	•	
DATA SCIENCES				*						*	•	
DATA SERVS. (E.MIDLANDS)											•	
DATA SERVS. HAVERING											•	
DATASERV											•	
DATA 77											•	
DATASKIL	*			*	*				*	*	•	•
DATASTREAM					*						•	
DATA TRAINING											•	
DATA TRANSFER											•	
DATATREK											•	
DATAWEST										*	•	
DATAWORK											•	
DAVY COMPUTING										*	•	
DBA COMPUTER											•	
DELOITTE HASKINS					*						•	
DELTA COMPUTER					*					*	•	
DELTOM COMPUTER											•	

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COMPANY NAME	INDUSTRY MARKETS											
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	HIGHLIGHTS
DENCO (HOLDINGS)	*				*						•	
DESIGN OFFICE										*	•	
DEWCO SERVICES					*					*	•	
DIALOG COMPUTING											•	
DIGITAL APPLICATIONS											•	
DIGITAL COMMERCIAL											•	
DIGITAL EQUIPMENT											•	
DISTRIBUTION COMP. SERVICES				*							•	
DISTRIBUTIVE COMP. SYSTEMS				*							•	
DIXONS DATA										*	•	
DLA COMPUTER											•	
DMR COMPUTER										*	•	
DN COMPUTER											•	
DON COMPUTER											•	
DONOGHUE INFORMATION											•	
DONOVAN DATA				*							•	
DORSET										*	•	
D.P. ADVISERS										*	•	
D.P. SUPPORT											•	
DRAYTON JAMES	*										•	
DRS DATA											•	
DUMFRIES COMPUTER	*										•	
DUNCAN BRANSOM	*										•	
DUNDEE BUSINESS											•	
DUPORT COMPUTER	*									*	•	
EASIBEE COMPUTING											•	
EASTERN COMPUTER (GEEST)				*						*	•	•
ECONOMIC DATA											•	
EDMONSON COMPUTER											•	

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EDP (JERSEY)					*						•	
EDP SERVICES											•	
EDP SYSTEMS											•	
EJV DATA										*	•	
ELECTRONIC DATA								*			•	
EMERALD DATA											•	
ENGINEERING SOLUTIONS											•	
ESCO COMPUTING				*					*		•	
ESSEX CALCULATING											•	
EUROCO COMPUTER					*	*					•	
EUROCOM DATA										*	•	
EURODATA COMPUTER											•	
EUROLOGIC SOFTWARE											•	
EXCEL DATA											•	
EXTEL COMPUTING					*					*	•	
FABER COMPUTER										*	•	
FACILITIES MANAGEMENT				*							•	
FALCON COMPUTER	*	*								*	•	
FASB	*										•	
FENI DATA									*		•	
FERNHART					*						•	
FERRANTI CETEC											•	
FINANCIAL DATA					*						•	
F INTERNATIONAL					*	*			*		•	
FITZROY COMPUTER										*	•	
FLETCHER COMPUTER											•	
FORGE BUSINESS											•	
FORMAT										*	•	
FORMAT DATA											•	

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FORMDESIGN											•	
FORMSCAN											•	
FOSSE COMPUTER				*							•	
FRANKLIN COMPUTER											•	
FRASER WILLIAMS										*	•	
GALDOR COMPUTING										*	•	
GAMMA ASSOCIATES					*					*	•	
GANDLAKE COMPUTER											•	
GEC-MIDLAND			*								•	
GEEST COMPUTER											•	•
GEEST MINICOMPUTER											•	•
GEMINI COMPUTER					*	*					•	
GENERAL & ENGINEERING			*				*			*	•	
GENESYS LTD										*	•	
GESCOMP UK											•	
GLASGOW COMPUTER											•	
GLOBE COMPUTING	*			*		*					•	
GLOUCESTER DATA											•	
GMS COMPUTING					*					*	•	
GORDON & GOTCH				*						*	•	
GOR-RAY				*							•	
GRAMPIAN COMPUTER				*						*	•	
GRANDMET INFORMATION										*	•	
GREENFIELD & DIXON											•	
GREENS DATA											•	
GRESHAM COMPUTER											•	
GRIMOLDBY DATA											•	
GROUP SIGMA											•	
GROVE COMPUTER											•	

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	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	HIGHLIGHTS
GUARDGLEN LTD				*							•	
GUINNESS PEAT					*						•	
HADRIAN COMPUTER				*						*	•	
HALLMARK	*				*					*	•	
HAMLET COMPUTER										*	•	
HARLAND COMPUTER											•	
HARLEQUIN BUSINESS											•	
HARRISONS COMPUTER					*	*				*	•	
J. HARWELL											•	
HAYMARKET COMPUTING											•	
ALAN HENRY											•	
HERMES COMPUTING					*						•	
HEYWOOD & PARTNERS											•	
HLW COMPUTER											•	
HOLE IN 80											•	
HONEYWELL NETWORK	*	*	*	*	*	*	*	*	*	*	•	
ROBERT HORNE											•	
HOSKYNs GROUP	*	*		*	*			*		*	•	•
HOURDS COMPUTING										*	•	
HOUSE OF CARDS											•	
EDMUND HOWARD											•	
HOWE-DATA											•	
HSV LTD											•	
HUGHES RICHARDS											•	
HUNTINGDON DATA											•	
IBEX COMPUTER						*				*	•	
IBM DATA	*	*	*	*	*	*	*	*	*	*	•	•
I.C.D.P. LTD											•	
ICFC-NUMAS											•	

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INCOMPUTER										*	•	
INDEPENDENT COMPUTER											•	
INDUSTRIAL & COMMERCIAL											•	
INFOTECH INTERNATIONAL											•	
INSIGHT MARKETING											•	
INSURANCE SYSTEMS						*					•	
INTEGRATED COMPUTER	*			*						*	•	
INTERACTIVE DATA											•	
INTER CITY COMPUTER				*						*	•	
INTER CITY DATA											•	
INTERNATIONAL	*								*	*	•	
INTERPLAN											•	
ISIS (GLOUCESTER)											•	
ISIS (LONDON)											•	
I.S.S. INFORMATION							*	*		*	•	
G.B. JACKSON				*						*	•	
JANEEN SERVICES											•	
JASERVE				*							•	
JBS COMPUTER											•	
JENSON COMPUTER				*							•	
JOHN BELL										*	•	
KALAMAZOO COMPUTER				*							•	
K.B.S. COMPUTER					*	*		*	*		•	
KEH DATA											•	
KENDAL COMPUTER	*			*							•	
KERR COMPUTER	*			*							•	
KEY-LINE											•	
K & H BUSINESS											•	
KINGSHILL COMPUTER	*	*								*	•	

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	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	
KNIGHT COMPUTER											•	
KNIGHT CONSULTANCY	*	*	*	*	*	*	*	*	*		•	
KPG COMPUTER				*							•	
LAING COMPUTING											•	
LANGTON INFORMATION				*	*					*	•	
LCA COMPUTER				*							•	
LEARMONTH & BURCHETT											•	
LEASCO SOFTWARE											•	
LEICESTER COMPUTER											•	
LINCOLN HOUSE	*			*							•	
LIPMAN MANAGEMENT	*									*	•	
LOGICA LTD	*	*		*	*	*	*	*	*		•	
LONDON DATA				*							•	
LOWNDES AJAX	*				*	*					•	•
(LUCS)											•	
LYNFORD DATA											•	
MANAGEMENT COMPUTING											•	
MANAGEMENT DATABASE											•	
MANDATA	*	*	*	*	*	*	*	*	*		•	
MANIF SERVICES						*				*	•	
MANX COMPUTER										*	•	
MARCOL COMPUTER	*		*	*	*	*			*	*	•	•
JOHN MATCHETT								*		*	•	
MATICOM LTD											•	
MEDWAY DATA				*	*						•	
METRA LOWNDES-AJAX	*			*	*	*					•	
METROPOLITAN											•	
MFT COMPUTERS				*							•	
MIDLANDS COMPUTING (GEEST)					*					*	•	•

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MILL COMPUTER											•	
MILLS ASSOCIATES				*		*				*	•	•
MINICOM SYSTEMS											•	
DOUGLAS MOORE											•	
MORPRES DATA											•	
MOUNCEY											•	
MPL COMPUTERS				*	*					*	•	
MULTIPLE ACCOUNTING										*	•	
NAPIER COMPUTER	*		*							*	•	
NATIONAL COMPUTER								*		*	•	
NATIONAL DATA	*	*		*	*	*	*	*			•	
NEECOS (D.P.)				*					*		•	
NORTHAMPTONSHIRE COMP.						*				*	•	
NORTH-EAST											•	
NORTH LINCOLNSHIRE											•	
OCC COMPUTER											•	
OLS COMPUTER											•	
ON LINE					*						•	
ORWELL DATA		*									•	
OSPREY COMPUTER											•	
PACKAGE PROGRAMS											•	
PA COMPUTERS	*	*		*	*	*	*	*			•	
PANSOPHIC SYSTEMS					*	*			*		•	
PARR COMPUTER				*							•	
PATERNOSTER COMP. (FELTHAM)											•	
PATERNOSTER COMPUTER					*						•	
PAYROLL SERVICES					*	*				*	•	
P-E COMPUTER	*	*	*	*	*	*	*	*			•	
PEAT MARWICK		*								*	•	

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PEGASUS					*						•	
PENNINE COMPUTER											•	
PMA CONSULTANTS										*	•	
POLA COMPUTER											•	
PROCARD COMPUTER											•	
PROFAC COMPUTER											•	
PROTOSET LTD											•	
PROVIDENT MANAGEMENT										*	•	
PR PEOPLE											•	
P.S. COMPUTER											•	
HUGH PUSHMAN											•	
HUGH PUSHMAN COMPILERS											•	
QUALITY DATA											•	
QUOTEL INSURANCE (CRC)						*					•	•
RADIUS COMPUTER	*			*							•	
RAIR TIMESHARING	*	*	*	*	*	*	*	*			•	
RAPIDATA INTERN.					*						•	
RECRUITMENT RESOURCES											•	
RB COMPUTER										*	•	
RDS COMPUTER											•	
RETAIL AUDITS					*						•	
RHM COMPUTING				*	*					*	•	
RODING COMPUTER	*			*							•	
ROLFE & NOLAN					*	*				*	•	
ROSS COMPUTER										*	•	
ROSSENDALE COMPUTER	*			*							•	
RTZ COMPUTER											•	
RUBICON COMPUTER				*							•	
ST. ANDREW	*	*	*	*	*	*	*	*	*		•	

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SCAN (CRC)					*	*					•	•
SCAN DATA											•	
SCARAB											•	
SCHRODER					*					*	•	
SCICON COMPUTER	*	*	*	*	*	*	*	*	*	*	•	
SCICON INTERNAT.											•	
SCIENTIFIC CONTROL											•	
SCOPE COMPUTER											•	
SCOTTISH COMPUTER											•	
SEA & LANDWAYS											•	
SECURITY COMPUTING	*				*						•	
I.P. SHARP					*						•	
S.H. COMPUTER										*	•	
SHERWOOD COMPUTER						*					•	
SIA		*							*	*	•	•
SIGMA COMPUTING											•	
SIMACC SYSTEMS	*			*							•	
SIRIUS B											•	
SLINN SYSTEMS				*						*	•	
W.H. SMITH				*							•	
SECURITY COMPUTING											•	
SOFTWARE IMPLEMENTATION											•	
SOFTWARE MARKETING											•	
SOFTWARE PRODS.											•	
SOFTWARE SCIENCES					*	*				*	•	
SOFTWARE SCI. COMPRITE										*	•	
SOUTHAMPTON COMPUTERS	*	*	*	*	*	*	*	*	*	*	•	
SOUTH-EAST DATA											•	
SOUTHERN ACCOUNTING											•	

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SOUTHERN COMPUTER											•	
SOUTHWARK COMPUTER					*	*			*	*	•	
SPECIALIST COMPUTER											•	
SPERRY GYROSCOPE											•	
S.P. SUPPORT											•	
SQUARE ONE DATA					*	*				*	•	
SQUARE ONE COMPUTER											•	
STAR COMPUTER	*	*	*	*	*	*	*	*	*	*	•	
STATUS D.P.	*	*	*	*	*	*	*	*	*	*	•	
STAVELY COMPUTING											•	
STUDLEY COMPUTER	*										•	
SUN ALLIANCE						*					•	
SWAN PUNCHING											•	
HUGH SYMONS											•	
SYNERGY LOGISTICS				*						*	•	
SYNERGY SUCHAN											•	
SYS-COM				*							•	
SYSTEM AID										*	•	
SYSTEMS CONSULTANTS	*	*	*	*	*	*	*	*	*	*	•	
SYSTEM DESIGNERS									*	*	•	
SYSTEMSHARE										*	•	
SYSTEM SOLVE				*	*	*				*	•	
SYSTEM PROGRAMMING					*				*	*	•	
SYSTEM RESOURCES	*			*							•	
SYSTEMS 200			*	*						*	•	
SYSTIME	*			*	*		*	*	*		•	•
TARGET COMPUTER					*	*					•	
TCS COMPUTER					*						•	
TEAMCO EDP											•	

CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS											HIGHLIGHTS
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	
TELECOMPUTING											•	
TELECOMPUTING SYSTEMS											•	
TELFORD COMPUTING										*	•	
TEMPO TIMESHARING	*	*	*	*	*	*	*	*	*		•	
THAMES CITY											•	
THI GROUP	*	*	*	*	*	*	*	*	*		•	
THORNCROFT MANOR			*							*	•	
TIME & PEOPLE	*	*	*	*	*	*	*	*	*		•	
TKT COMPUTER	*										•	
TRIAD COMPUTING	*	*	*	*	*	*	*	*	*		•	
TRITECH COMPUTER					*						•	
2903 IMPLEMENTATION					*					*	•	
TYGOZE	*	*	*	*	*	*	*	*	*		•	
TYLIN											•	
TYMSHARE	*				*				*	*	•	•
UCC					*	*				*	•	
UCSL	*				*					*	•	•
UNILEVER (UCSL)											•	
UNITED COMPUTING		*								*	•	
UNIVER. OF SOUTHAMPTON										*	•	
VALIDATA											•	
VENTEK											•	
VICKERS										*	•	
VICTORIA											•	
VIDEO											•	
VLI GROUP											•	
WALTHOM MANAGEMENT				*		*					•	
WANDLE COMPUTER						*				*	•	
WARREN POINT										*	•	

CAMP INDUSTRY INDEX

COMPANY NAME	INDUSTRY MARKETS											
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	HIGHLIGHTS
WASHINGTON	*									*	•	
WATSONS				*						*	•	
WEALDEN											•	
WEBSTER DATA											•	
WELLORAX				*		*	*			*	•	
WELLORAX WORDCRUNCHERS											•	
WESDAC SYSTEMS				*						*	•	
WESSEX COMPUTER	*										•	
WESTERN DATA											•	
WESTERN PROGRAMMING										*	•	
WEST MIDS. COMPUTER										*	•	
WEST MIDS. MANAGEMENT											•	
WEST RIDING											•	
WHEATSHEAF											•	
M.F. WHELAN											•	
WHESOE TECHNICAL											•	
WHITE FISH										*	•	
WIGMORE										*	•	
WILCOX	*			*							•	
WILFORD											•	
WILL-DENN											•	
WILSON HUGHES											•	
PAMELA WOODMAN					*		*		*		•	
WOODSOME PARK					*					*	•	
WOOTTON, JEFFREYS		*									•	
WORDWRIGHT										*	•	
W.P.S.	*	*				*			*		•	
X CALIBUR										*	•	
XOREN COMPUTERS											•	

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COMPANY NAME	INDUSTRY MARKETS											HIGHLIGHTS
	MANUFACTURING	TRANSPORTATION	UTILITIES	DISTRIBUTION	BANKING/FINANCE	INSURANCE	MEDICAL/HOSPITAL	EDUCATION	GOVERNMENT	OTHER	DIRECTORY	
Y.B. COMPUTER											•	
ZEUS-HERMES											•	
<u>EIRE</u>												
ADP NETWORK	*	*			*						•	
A.F.P. COMPUTER											•	
ALLAN D'MORIAS											•	
ALTERGO (IREL)					*	*				*	•	
APPLIED MANAGEMENT	*				*				*	*	•	
AUTOMATIC INFO.											•	
BARRETT COMPUTER	*			*							•	
CACI (IREL)											•	
CARA DATA	*	*		*					*	*	•	
CENTRAL COMPUTING											•	
COMPUTER ACTION											•	
COMPUTER ENTERPRISES											•	
COMPUTER SERVICES			*		*					*	•	
COMPUTER SOFTWARE				*						*	•	
COMPUTIME LTD	*			*							•	
DATA CONVERSION											•	
DATA SERVICES	*			*				*		*	•	
DONAGHUE											•	
GAMMA DATASYSTEMS											•	
HONEYWELL INF.	*	*	*	*	*	*	*	*	*		•	

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**APPLICATIONS MARKETS
COVERED**

CAMP APPLICATIONS INDEX

COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
GAMMA DATASYSTEMS						•	
HONEYWELL INF.						•	
HARRISONS					*	•	
IBM (IREL)	*					•	
INDEP. COMPUTER	*					•	
IRISH SYSTEMS TECH.						•	
MANAGEMENT & COMP.	*	*				•	
McCONNELLS COMP.	*		*			•	
McCONNELLS SOFTWARE	*					•	
MDS DATA	*	*	*			•	
MEMORY IRELAND						•	
ORBIS LTD						•	
PERSONNEL SERVICES						•	
PUNCH & PROGRAMMING	*					•	
SOFTWARE DEVELOP.	*					•	
SYSTEM DYNAMICS						•	
TIME BROKERS Dublin						•	
TIME BROKERS Arklow						•	
UCSI	*					•	
ZEUS HERMES	*					•	

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COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
Y.B. COMPUTER					*	•	
ZEUS-HERMES						•	
EIRE							
ADP NETWORK	*		*			•	
A.F.P. COMPUTER						•	
ALLAN D'MORIAS						•	
ALTERGO (IREL)	*					•	
APPLIED MANAGEMENT	*					•	
AUTOMATIC INFO.						•	
BARRETT COMPUTER	*					•	
CACI (IREL)			*			•	
CARA DATA	*					•	
CENTRAL COMPUTING						•	
COMPUTER ACTION						•	
COMPUTER ENTERPRISES						•	
COMPUTER SERVICES	*		*			•	
COMPUTER SOFTWARE	*					•	
COMPUTIME LTD	*					•	
DATA CONVERSION						•	
DATA SERVICES	*					•	
DONAGHUE	*	*	*			•	

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COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
WASHINGTON	*					•	
WATSONS	*					•	
WEALDEN	*					•	
WEBSTER DATA						•	
WELLORAX	*					•	
WELLORAX WORDCRUNCHERS			*			•	
WESDAC SYSTEMS			*			•	
WESSEX COMPUTER	*					•	
WESTERN DATA						•	
WESTERN PROGRAMMING	*		*			•	
WEST MIDS. COMPUTER	*					•	
WEST MIDS. MANAGEMENT						•	
WEST RIDING						•	
WHEATSHEAF						•	
M.F. WHELAN						•	
WHESOE TECHNICAL		*				•	
WHITE FISH			*			•	
WIGMORE			*			•	
WILCOX	*					•	
WILFORD						•	
WILL-DENN						•	
WILSON HUGHES	*					•	
PAMELA WOODMAN	*	*				•	
WOODSOME PARK						•	
WOOTTON, JEFFREYS	*					•	
WORDWRIGHT			*			•	
W.P.S.	*					•	
X CALIBUR			*			•	
XOREN COMPUTERS			*			•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
TELECOMPUTING	*					•	
TELECOMPUTING SYSTEMS						•	
TELFORD COMPUTING	*		*			•	
TEMPO TIMESHARING	*					•	
THAMES CITY	*					•	
THI GROUP	*					•	
THORNCROFT MANOR			*			•	
TIME & PEOPLE	*					•	
TKT COMPUTER	*		*			•	
TRIAD COMPUTING	*					•	
TRITECH COMPUTER	*					•	
2903 IMPLEMENTATION	*		*			•	
TYGOZE	*					•	
TYLIN						•	
TYMSHARE	*					•	•
UCC	*	*				•	
UCSL	*	*				•	•
UNILEVER (UCSL)						•	
UNITED COMPUTING		*	*			•	
UNIVER. OF SOUTHAMPTON		*				•	
VALIDATA						•	
VENTEK	*					•	
VICKERS		*				•	
VICTORIA						•	
VIDEO	*					•	
VLI GROUP						•	
WALTHOM MANAGEMENT	*					•	
WANDLE COMPUTER	*					•	
WARREN POINT			*			•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
SOUTHERN COMPUTER	*		*			●	
SOUTHWARK COMPUTER	*					●	
SPECIALIST COMPUTER						●	
SPERRY GYROSCOPE	*					●	
S.P. SUPPORT	*					●	
SQUARE ONE DATA						●	
SQUARE ONE COMPUTER	*					●	
STAR COMPUTER	*					●	
STATUS D.P.						●	
STAVELY COMPUTING						●	
STUDLEY COMPUTER	*		*			●	
SUN ALLIANCE	*		*			●	
SWAN PUNCHING						●	
HUGH SYMONS						●	
SYNERGY LOGISTICS			*			●	
SYNERGY SUCHAN						●	
SYS-COM	*					●	
SYSTEM AID			*			●	
SYSTEMS CONSULTANTS	*					●	
SYSTEM DESIGNERS			*			●	
SYSTEMSHARE		*	*			●	
SYSTEM SOLVE	*		*			●	
SYSTEM PROGRAMMING			*			●	
SYSTEM RESOURCES	*					●	
SYSTEMS 200	*		*			●	
SYSTIME	*					●	●
TARGET COMPUTER	*					●	
TCS COMPUTER	*					●	
TEAMCO EDP	*					●	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
SCAN (CRC)			*			•	•
SCAN DATA	*					•	
SCARAB	*					•	
SCHRODER			*			•	
SCICON COMPUTER	*	*	*			•	
SCICON INTERNAT.						•	
SCIENTIFIC CONTROL						•	
SCOPE COMPUTER						•	
SCOTTISH COMPUTER	*					•	
SEA & LANDWAYS	*					•	
SECURITY COMPUTING	*					•	
I.P. SHARP	*					•	
S.H. COMPUTER	*		*			•	
SHERWOOD COMPUTER			*			•	
SIA			*			•	•
SIGMA COMPUTING	*					•	
SIMACC SYSTEMS	*					•	
SIRIUS B	*					•	
SLINN SYSTEMS	*		*			•	
W.H. SMITH			*			•	
SECURITY COMPUTING						•	
SOFTWARE IMPLEMENTATION	*					•	
SOFTWARE MARKETING	*					•	
SOFTWARE PRODS.						•	
SOFTWARE SCIENCES	*		*			•	
SOFTWARE SCI. COMPRIE			*			•	
SOUTHAMPTON COMPUTERS	*					•	
SOUTH-EAST DATA						•	
SOUTHERN ACCOUNTING						•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
PEGASUS	*					•	
PENNINE COMPUTER	*					•	
PMA CONSULTANTS	*	*	*			•	
POLA COMPUTER						•	
PROCARD COMPUTER						•	
PROFAC COMPUTER						•	
PROTOSET LTD						•	
PROVIDENT MANAGEMENT	*		*			•	
PR PEOPLE						•	
P.S. COMPUTER	*					•	
HUGH PUSHMAN			*			•	
HUGH PUSHMAN COMPILERS			*			•	
QUALITY DATA						•	
QUOTEL INSURANCE (CRC)			*			•	•
RADIUS COMPUTER	*					•	
RAIR TIMESHARING	*					•	
RAPIDATA INTERN.			*			•	
RECRUITMENT RESOURCES						•	
RB COMPUTER			*			•	
RDS COMPUTER	*	*				•	
RETAIL AUDITS			*			•	
RHM COMPUTING	*					•	
RODING COMPUTER	*	*				•	
ROLFE & NOLAN						•	
ROSS COMPUTER						•	
ROSSENDALE COMPUTER	*		*			•	
RTZ COMPUTER	*					•	
RUBICON COMPUTER	*		*			•	
ST. ANDREW	*					•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
MILL COMPUTER						•	
MILLS ASSOCIATES	*					•	•
MINICOM SYSTEMS	*					•	
DOUGLAS MOORE	*					•	
MORPRES DATA	*					•	
MOUNCEY						•	
MPL COMPUTERS	*		*			•	
MULTIPLE ACCOUNTING			*			•	
NAPIER COMPUTER	*		*			•	
NATIONAL COMPUTER			*			•	
NATIONAL DATA	*					•	
NEECOS (D.P.)						•	
NORTHAMPTONSHIRE COMP.	*		*			•	
NORTH-EAST						•	
NORTH LINCOLNSHIRE						•	
OCC COMPUTER						•	
OLS COMPUTER						•	
ON LINE	*		*			•	
ORWELL DATA	*		*			•	
OSPREY COMPUTER	*					•	
PACKAGE PROGRAMS						•	
PA COMPUTERS	*		*			•	
PANSOPHIC SYSTEMS	*					•	
PARR COMPUTER	*		*			•	
PATERNOSTER COMP. (FELTHAM)	*		*			•	
PATERNOSTER COMPUTER			*			•	
PAYROLL SERVICES	*					•	
P-E COMPUTER						•	
PEAT MARWICK	*					•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
KNIGHT COMPUTER						•	
KNIGHT CONSULTANCY	*					•	
KPG COMPUTER	*		*			•	
LAING COMPUTING	*					•	
LANGTON INFORMATION						•	
LCA COMPUTER	*		*			•	
LEARMONTH & BURCHETT			*			•	
LEASCO SOFTWARE	*					•	
LEICESTER COMPUTER	*	*				•	
LINCOLN HOUSE	*					•	
LIPMAN MANAGEMENT	*		*			•	
LOGICA LTD	*	*				•	
LONDON DATA	*		*			•	
LOWNDES AJAX	*		*			•	•
(LUCS)	*	*	*			•	
LYNFORD DATA						•	
MANAGEMENT COMPUTING	*					•	
MANAGEMENT DATABASE	*					•	
MANDATA	*					•	
MANIF SERVICES	*		*			•	
MANX COMPUTER	*		*			•	
MARCOL COMPUTER	*	*	*			•	•
JOHN MATCHETT						•	
MATICOM LTD						•	
MEDWAY DATA			*			•	
METRA LOWNDES-AJAX	*					•	
METROPOLITAN						•	
MFT COMPUTERS	*		*			•	
MIDLANDS COMPUTING (GEEST)	*		*			•	•

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
INCOMPUTER	*					•	
INDEPENDENT COMPUTER	*					•	
INDUSTRIAL & COMMERCIAL	*		*			•	
INFOTECH INTERNATIONAL						•	
INSIGHT MARKETING						•	
INSURANCE SYSTEMS	*		*			•	
INTEGRATED COMPUTER	*		*			•	
INTERACTIVE DATA						•	
INTER CITY COMPUTER	*		*			•	
INTER CITY DATA						•	
INTERNATIONAL	*	*	*			•	
INTERPLAN			*			•	
ISIS (GLOUCESTER)						•	
ISIS (LONDON)	*					•	
I.S.S. INFORMATION			*			•	
G.B. JACKSON	*		*			•	
JANEEN SERVICES						•	
JASERVE	*					•	
JBS COMPUTER	*					•	
JENSON COMPUTER	*		*			•	
JOHN BELL	*					•	
KALAMAZOO COMPUTER	*		*			•	
K.B.S. COMPUTER	*					•	
KEH DATA						•	
KENDAL COMPUTER	*		*			•	
KERR COMPUTER	*		*			•	
KEY-LINE						•	
K & H BUSINESS		*	*			•	
KINGSHILL COMPUTER	*	*	*			•	

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COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
GUARDGLEN LTD			*			●	
GUINNESS PEAT	*		*			●	
HADRIAN COMPUTER	*		*			●	
HALLMARK	*		*		*	●	
HAMLET COMPUTER	*		*			●	
HARLAND COMPUTER						●	
HARLEQUIN BUSINESS	*					●	
HARRISONS COMPUTER	*		*			●	
J. HARWELL						●	
HAYMARKET COMPUTING						●	
ALAN HENRY						●	
HERMES COMPUTING	*					●	
HEYWOOD & PARTNERS			*			●	
HLW COMPUTER	*		*			●	
HOLE IN 80						●	
HONEYWELL NETWORK	*	*	*	*	*	●	
ROBERT HORNE	*		*			●	
HOSKYN'S GROUP	*		*			●	●
HOURDS COMPUTING	*		*			●	
HOUSE OF CARDS						●	
EDMUND HOWARD						●	
HOWE-DATA	*					●	
HSV LTD						●	
HUGHES RICHARDS	*					●	
HUNTINGDON DATA	*					●	
IBEX COMPUTER	*		*			●	
IBM DATA	*	*	*	*	*	●	●
I.C.D.P. LTD						●	
ICFC-NUMAS	*		*			●	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
FORMDESIGN						•	
FORMSCAN						•	
FOSSE COMPUTER	*					•	
FRANKLIN COMPUTER						•	
FRASER WILLIAMS	*		*			•	
GALDOR COMPUTING			*			•	
GAMMA ASSOCIATES	*		*			•	
GANDLAKE COMPUTER						•	
GEC-MIDLAND	*	*	*			•	
GEEST COMPUTER						•	•
GEEST MINICOMPUTER	*					•	•
GEMINI COMPUTER	*		*			•	
GENERAL & ENGINEERING	*	*	*			•	
GENESYS LTD		*	*			•	
GEOCOMP UK		*	*			•	
GLASGOW COMPUTER						•	
GLOBE COMPUTING	*		*			•	
GLOUCESTER DATA						•	
GMS COMPUTING	*		*			•	
GORDON & GOTCH	*		*			•	
GOR-RAY	*		*			•	
GRAMPIAN COMPUTER	*		*			•	
GRANDMET INFORMATION	*		*			•	
GREENFIELD & DIXON						•	
GREENS DATA						•	
GRESHAM COMPUTER						•	
GRIMOLDBY DATA						•	
GROUP SIGMA			*			•	
GROVE COMPUTER	*					•	

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<div> <div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div> </div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
EDP (JERSEY)	*		*			●	
EDP SERVICES						●	
EDP SYSTEMS						●	
EJV DATA			*			●	
ELECTRONIC DATA	*		*			●	
EMERALD DATA						●	
ENGINEERING SOLUTIONS		*				●	
ESCO COMPUTING	*		*			●	
ESSEX CALCULATING						●	
EUROCO COMPUTER	*					●	
EUROCOM DATA						●	
EURODATA COMPUTER						●	
EUROLOGIC SOFTWARE	*					●	
EXCEL DATA						●	
EXTEL COMPUTING	*		*			●	
FABER COMPUTER		*	*			●	
FACILITIES MANAGEMENT	*		*			●	
FALCON COMPUTER	*		*			●	
FASB	*					●	
FENI DATA	*					●	
FERNHART	*					●	
FERRANTI CETEC						●	
FINANCIAL DATA						●	
F INTERNATIONAL	*					●	
FITZROY COMPUTER	*		*			●	
FLETCHER COMPUTER	*		*			●	
FORGE BUSINESS						●	
FORMAT	*		*			●	
FORMAT DATA						●	

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<div> <div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div> </div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
DENCO (HOLDINGS)	*		*		*	●	
DESIGN OFFICE		*	*			●	
DEWCO SERVICES	*	*				●	
DIALOG COMPUTING						●	
DIGITAL APPLICATIONS						●	
DIGITAL COMMERCIAL						●	
DIGITAL EQUIPMENT						●	
DISTRIBUTION COMP. SERVICES	*		*			●	
DISTRIBUTIVE COMP. SYSTEMS			*			●	
DIXONS DATA			*			●	
DLA COMPUTER						●	
DMR COMPUTER			*			●	
DN COMPUTER						●	
DON COMPUTER	*					●	
DONOGHUE INFORMATION	*					●	
DONOVAN DATA	*		*			●	
DORSET			*		*	●	
D.P. ADVISERS			*			●	
D.P. SUPPORT						●	
DRAYTON JAMES	*		*			●	
DRS DATA	*		*			●	
DUMFRIES COMPUTER	*					●	
DUNCAN BRANSOM	*		*			●	
DUNDEE BUSINESS						●	
DUPORT COMPUTER	*		*			●	
EASIBEE COMPUTING						●	
EASTERN COMPUTER (GEEST)	*	*	*			●	●
ECONOMIC DATA						●	
EDMONSON COMPUTER						●	

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COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
DATA INTERNATIONAL	*					•	
DATA-J						•	
DATA-LINK	*		*			•	
DATA LINK (CI)	*		*			•	
DATALOG MANAGEMENT	*		*			•	
DATA LOGIC			*			•	
DATA NETWORKS	*		*			•	
DATAPREP COMPUTER						•	
DATA PREP SERVICES						•	
DATAPRO						•	
DATAPRON						•	
DATA PUNCH	*		*			•	
DATA SCIENCES	*		*			•	
DATA SERVS. (E.MIDLANDS)						•	
DATA SERVS. HAVERING						•	
DATASERV						•	
DATA 77						•	
DATASKIL	*		*			•	•
DATASTREAM			*			•	
DATA TRAINING						•	
DATA TRANSFER			*			•	
DATATREK						•	
DATAWEST	*		*			•	
DATAWORK		*				•	
DAVY COMPUTING			*			•	
DBA COMPUTER						•	
DELOITTE HASKINS						•	
DELTA COMPUTER	*					•	
DELTOM COMPUTER						•	

CAMP APPLICATIONS INDEX

COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
CP COMPUTER	*					•	
CPC COMPUTER						•	
C.P.S.DATA	*	*				•	
C.P.S. (DATA ENTRY)						•	
CRANFIELD	*					•	
CRENDON	*		*			•	
CRL ABACUS	*		*			•	
CRL BUREAU	*					•	
CROSS	*		*			•	
CSC UK	*	*	*		*	•	•
CSS INTERNATIONAL		*	*			•	
CTS CONTROL						•	
CUMBRIA COMPUTER	*					•	
CWS COMPUTER	*		*			•	
CYBERNETIC RESEARCH (CRC)			*			•	•
CYBERNETIC TEACHING						•	
CYBERNET TIME (CRC)	*		*			•	•
CYPHER COMPUTERS	*					•	
DALTON DATA						•	
DAMAN COMPUTER	*		*			•	
DATA CALL		*	*			•	
DATA COMPUTING						•	
DATA CONSULTANTS	*		*			•	
DATA CONTRACTS						•	
DATA COUNT	*					•	
DATA-DAY						•	
DATA ENCODING						•	
DATA ENTERPRISES						•	
DATAGRAPHIX						•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
COMPUTERLINE	*	*			*	●	
COMPUTER & MANAGEMENT						●	
COMPUTER PEOPLE						●	
COMP. PEOPLE CONTRACTS						●	
COMP. PEOPLE MIDLANDS						●	
COMP. PEOPLE NORTH						●	
COMPUTER PERSONNEL						●	
COMPUTER SALES						●	
COMPUTER SERVICES	*					●	
COMP. SERVS. (LONDON)	*				*	●	
COMP. SERVS. (MERSEYSIDE)	*		*			●	
COMP. SERVICES (S. WEST)	*		*			●	
COMPUTERSKILLS	*					●	
COMP. SYSTEMS INTERNATIONAL			*			●	
COMP. TIME BROKERS						●	
COMP. TIME RESOURCES						●	
COMP. TWO THOUSAND						●	
COMPUTER WORLD						●	
COMSHARE		*	*		*	●	●
CONTACT						●	
COOPERATORS						●	
CONSTRUCTION		*	*			●	
COOPERS & LYBRAND						●	
CORINIUM	*		*		*	●	
CORT COMMERCIAL			*			●	
COTSWOLD	*		*			●	
COUNTY	*					●	
COVEFORD	*					●	
COX	*		*			●	

CAMP APPLICATIONS INDEX

<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
PETER COLLETT			*			•	
COLLINS CONSULTANTS						•	
COMBYTE SERVICES						•	
COMMERCIAL COMPUTING	*					•	
COMMUNICATIONS SOFTWARE			*		*	•	
COMPAC COMPUTER	*		*			•	
COMPOWER	*					•	•
COMPREHENSIVE COMP.	*					•	
COMPUGRAPHICS		*	*			•	
COMPUSERVE	*		*			•	
COMPUTACROFT	*	*	*			•	
COMPUTAPRINT					*	•	
COMPUTEL		*				•	•
COMP. ACCOUNTING	*		*			•	
COMP. & ACC. SERVICES	*		*			•	
COMPUTER ACTION	*					•	
COMPUTER AIDED		*				•	
COMPUTER ASPECTS	*					•	
COMPUTER ASSESSMENTS			*			•	
COMPUTER CONSORTIUM		*	*			•	
COMPUTER DATA PREP.						•	
COMPUTER DATA PROC.					*	•	
COMPUTER DATA SERVICE	*		*			•	
COMPUTER & DESIGN		*	*			•	
COMPUTER DESIGN	*	*	*		*	•	
COMPUTER FACILITIES	*					•	
COMPUTER INFORMATION						•	
COMPUTERISED BUSINESS	*		*		*	•	
COMPUTERISED PAYROLL	*					•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
CAP - CPP	*		*			•	
CAPABILITY SERVICES						•	
CAPP ASSOCIATES						•	
CAPSCAM LTD						•	
CARA	*	*			*	•	
CBSL SOFTWARE	*		*			•	
CCS LTD						•	
CDC DATA SERVICES	*	*			*	•	•
C.E.G.B. COMPUTING		*	*			•	
CELTIC COMPUTER						•	
CENTRAL COMPUTING						•	
CENTREFILE	*	*	*			•	•
CENTURY COMPUTER						•	
C & G COMPUTING						•	
CHANNEL DATA PROCESSING	*		*		*	•	
CHARRINGTON COMPUTER	*					•	•
CHARTER						•	
CHELTENHAM COMPUTER						•	
CHILTERN EDUCATIONAL		*			*	•	
C.I. DATA CENTRE		*	*		*	•	
CINCOM SYSTEMS					*	•	
CLAYMORE MANAGEMENT	*	*	*			•	
CLYDEPORT DATA	*					•	
CMES SOFTWARE	*					•	
CMES (TURNKEYSYSTEMS)	*					•	
CMG COMPUTER	*		*			•	•
CODEDIT SERVICES						•	
COGGON COMPUTERS	*		*			•	
COLERAIN COMPUTER	*					•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
BCM DATA			*			•	
BCT SYSTEMS	*					•	
BEAUFORT COMPUTER	*					•	
BEECON	*					•	
BEMROSE INFORMATION		*			*	•	
BERESFORD COMPUTER	*		*			•	
B.I.S. LTD	*					•	
BLANSETT LTD					*	•	
BLUE CIRCLE		*	*			•	
BOC DATASOLVE	*	*				•	•
BOEING COMPUTER	*		*			•	•
BORBOLATTA COMPUTERS	*		*			•	
BRADLY ASSOCIATES						•	
BRISTOL UNIFORMS	*		*			•	
BRITISH AIRWAYS			*			•	
G.H. BROWNBILL	*					•	
BRUCE JONES		*	*			•	
BUILDING COMPUTER		*	*			•	
BUNZL DATA	*		*		*	•	
BUREAU COMPUTER						•	
BURY COMPUTER	*					•	
BUSINESS & COMPUTER						•	
BUTLER COX						•	
CACI INC.						•	
CALDERDALE COMPUTER	*					•	
CAMBRIAN DATA	*		*		*	•	
CAMBRIAN DATA (BIRMINGHAM)	*					•	
CAMBRIDGE COMPUTER (GEEST)	*		*		*	•	•
CAMBRIDGE INTERACTIVE		*	*			•	

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<div>APPLICATIONS MARKET</div> <div>COMPANY NAME</div>	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
AMBA SOFTWARE					*	•	
AMS (COMPUTER SERVICES)	*					•	
ARTHUR ANDERSON	*		*			•	
ANGLIA DATA (UCSL)	*		*			•	•
APPLIED COMP. SYSTEMS	*					•	
APPLIED COMP. TECHQS.	*					•	
APPLIED COMPUTING	*		*			•	
APT COMPUTER SYSTEM	*					•	
ARBAT (UK)	*					•	
ARC SYSTEMS	*					•	
ARDEN DATA	*					•	
ARGONVILLE	*					•	
ARIEL						•	
ASSOCIATED DATA						•	
ASTRAL COMPUTER	*		*			•	
ASTRO DATA						•	
ATKINS ON-LINE	*	*	*			•	•
ATTWOOD THOMPSON						•	
AUTOMATED INSTRUMENTS	*					•	
AUTOMATIC INFORMATION	*		*	*		•	
AUTOMATION SERVICES	*					•	
AVERY PUNCHING						•	
A-Z SERVICES						•	
AZTECH SYSTEMS	*					•	
BARBICAN COMPUTER	*					•	
BARCELLOS	*					•	
BARIC COMPUTING	*	*	*			•	•
BARMAEL COMPUTING	*					•	
BAS COMPUTING						•	

CAMP APPLICATIONS INDEX

COMPANY NAME	APPLICATIONS MARKET						
	GENERAL BUSINESS	SCIENTIFIC/ENGINEERING	SPECIALITY	UTILITY	OTHER	DIRECTORY	HIGHLIGHTS
ABACUS PUNCHING						•	
ABASYL						•	
ABC DATAPREP						•	
ABRAXAS COMPUTER	*	*				•	
ACCORD COMPUTER						•	
ACCOUNTING & INFORM.			*			•	
ADMIN COMPUTER						•	
ADP AUTOMATIC	*		*			•	
ADP NETWORK	*	*	*	*	*	•	•
AD SERVE	*		*			•	
ADS SOFTWARE			*			•	
ADVANCED COMPUTER	*		*			•	
ADVANCED DATA						•	
AGB COMPUTER			*			•	
A.I.A. LTD	*		*			•	
A.J.K.						•	
A & K COMPUTER						•	
AKP SERVICE						•	
ALLAN D'MORIAS	*					•	
ALLCARDS	*					•	
ALLEGRO COMPUTER	*		*			•	
ALLEN COMPUTER	*					•	
ALLIED BUSINESS	*					•	
ALPHA-NUMERIC (MAIDENHEAD)						•	
ALPHA NUMERIC MANAGEMENT	*					•	
ALPHA SYSTEMS	*					•	
ALTON BUSINESS	*					•	
ALVAN COMPUTER						•	
ALVERONIC COMPUTER	*					•	

APPENDICES

APPENDIX I - INPUT's Proposal to IBM (UK) Ltd.

EMPIRE HOUSE, 414 CHISWICK HIGH ROAD, LONDON W4 5TF
TELEX No. 896739 TELEPHONE: (01) 995 5397

IBM United Kingdom
General Business Group
North Harbour

PROPOSAL

The role of UK computer services
houses in the distribution of small
and very small business systems.

Table of Contents

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a) Introduction	1
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- The computer services markets by revenue source :	4
b) Study description scope and methodology :	5
c) The outputs of the study	
- Directory :	5
- Report :	6
d) Costs and delivery schedule :	7
e) Project fees and authorisation :	8

IBM United Kingdom
General Business Group
North Harbour

PROPOSAL

The role of U.K. computer services
houses in the distribution of small
and very small business systems

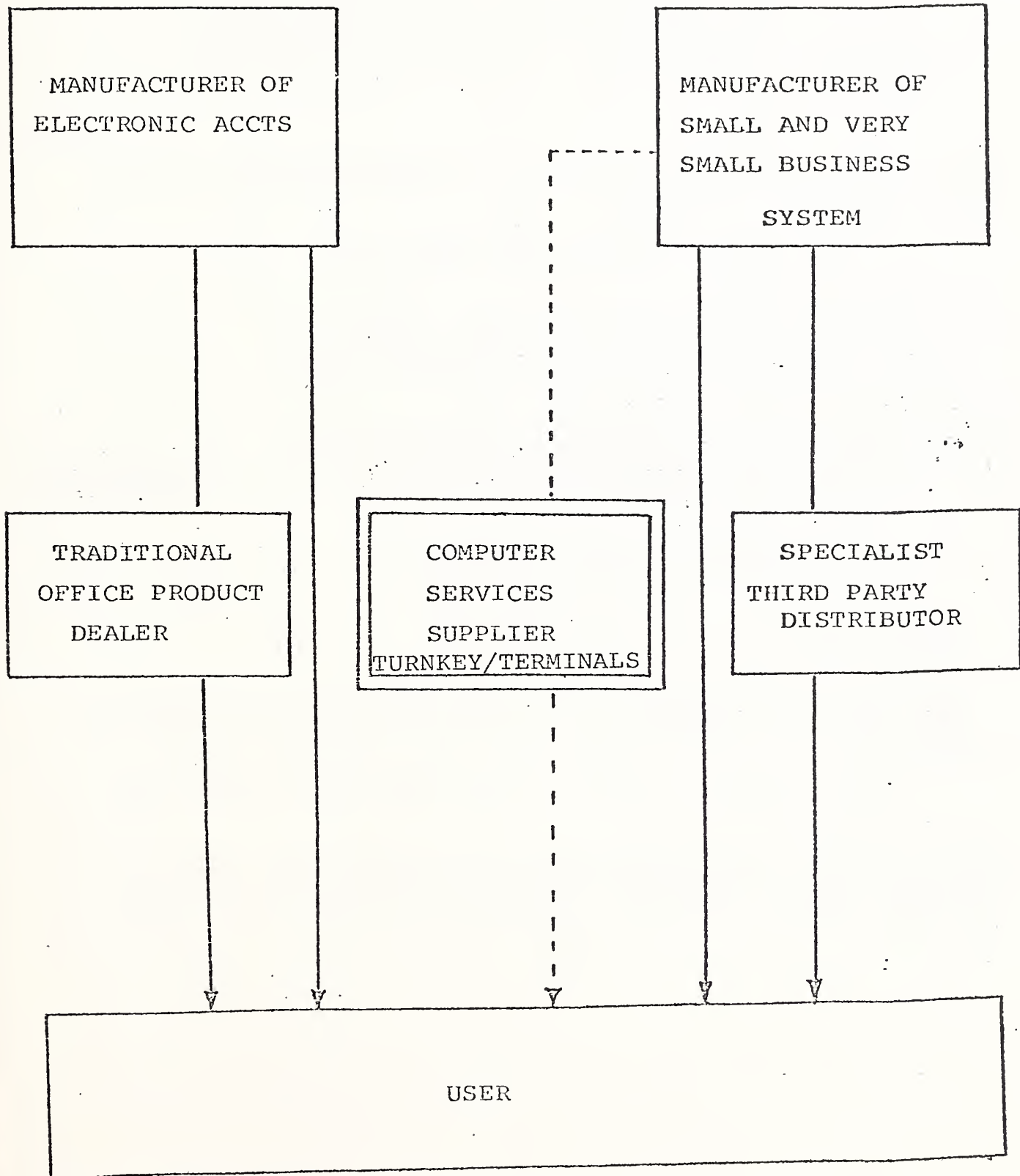
a) Introduction

It is estimated that between 150 and 200 of the 538 Computer Services (C.S.) organisations, in the United Kingdom, possess the necessary profiles to act as third party distributors of VSBS/SBS products.

The basic link to product distribution arises from two sources : (Exhibit 1)

- The fact that a C.S. organisation may already be operating on a TURNKEY basis.
- The fact that a C.S. organisation may already be acting as a distributor or OEM supplier of terminal products

ALTERNATIVE CHANNELS



Many batch bureaux (those receiving work in batch mode from their customer base) are current targets for acquisition by major C.S. vendors and are consequently needing to seek alternative revenue sources. Additionally their traditional revenue sources are coming under threat from direct SBS suppliers.

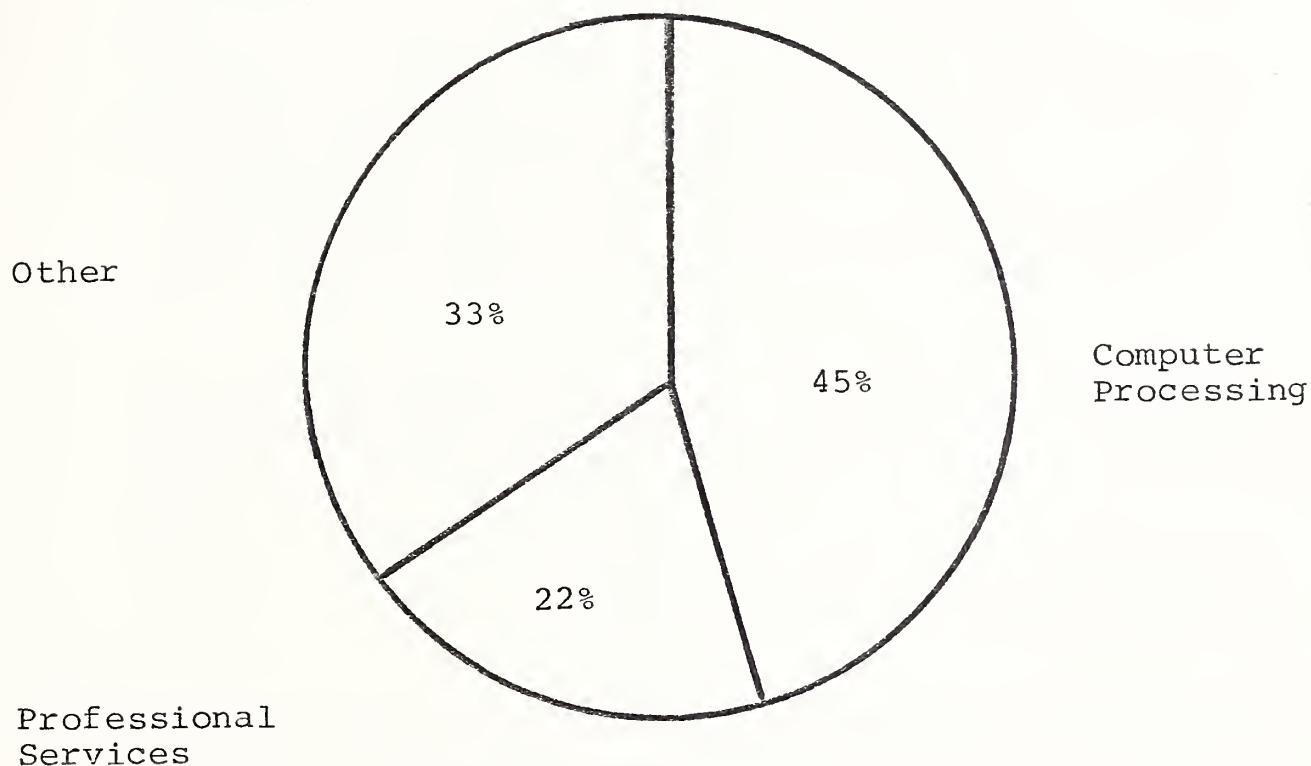
There are several advantages to VSBS and SBS suppliers in using C.S. vendors :

- C.S. vendors fully understand Data Processing.
- They operate locally (like office products dealers) and have relevant contacts in the user area.
- Many of their existing customers are in the size category of organisations being targetted for VSBS and SBS.
- They have both sales forces and technicians at their disposal.

Market Size

The 1978 market for Computer Service revenue was approx. \$500 million. Exhibit 2 shows the division of this market.

The Computer Services Market by
Revenue Source U.K. 1979



\$500 Million
Exhibit 2

Turnkey areas lie with the "Professional Services" market and account for some \$50 million of market value.

Terminal installations by computer service organisations would feature in both "Computer Processing" and "Others" areas and account for 8% of the balance, or \$36 million.

b) Study Description, Scope and Methodology

The study would seek to determine the level to which computer service organisations are already distributing small and very small computer products. Further, INPUT will estimate the projected strength of these organisations in this area of the market over the next 3/5 years.

The principal source material for the study will be the INPUT directories of computer service houses in the U.K.

The directories will be searched to distil a current UNIVERSE of distributors.

Telephone interviews will be conducted with all those organisation who demonstrate the necessary ingredients to proceed with distribution. This will mean an estimated 130 telephone interviews.

Telephone interviews will be conducted on a regional basis to suit OPD areas.

Personal interviews will be conducted to update major company profiles.

The INPUT data base on computer service revenues for U.K. will provide source financial data.

c) The Outputs of the Study

(i) Directory

INPUT will provide a directory of Computer Service organisations in the U.K. which have been interviewed as suitable potential, or existing equipment distributors.

e) Project Fees and Authorisation

This authorisation is for INPUT Europe B.V. to carry out the study entitled "The Role of UK Computer Services Houses in the Distribution of Small and Very Small Business Systems", described in the attached proposal. The identity of IBM as study initiator will not be divulged, to anyone, outside of INPUT.

Delivery dates on schedules quoted in this report assume a written authorisation from IBM by May 11th 1979.

One half of the fees for the parts authorised is due on authorisation of the study, and the remainder on completion of the study. The project begins on receipt of the first payment.

AUTHORISED FOR IBM (UK) LTD BY: ACCEPTED FOR INPUT EUROPE BV BY:

.....
signature

.....
name

.....
Job title

.....
date

.....
signature

.....
name

.....
Job title

.....
date

The directory will be structured by OPD sales region.

(ii) Report

The directory will be supported by an analysis of the market, trends and major competitors.

Conclusions will be provided by region and nationally as to likely routes to be adopted by supplier in liaison with C.S. vendors.

d) Costs and Delivery Scale

1)	The directory complete and delivered in 20 working days from date of authorisation	£2500
2)	The report complete and delivered in 20 working days from date of authorisation	<u>£1250</u>
		<u>£3750</u>
3)	Both units commissioned together	<u>£3500</u>

Item 2 cannot be supplied without prior commissioning of item 1.

APPENDIX II. - Blank copy of Questionnaire
Used in this Survey.

QUESTIONNAIRE

Are you currently supplying hardware as part of your current range of products/services

Category	Yes	No	When Started
. Hardware Only			
. As a Delivery Vehicle for Bureau Services			
. Included as Part of T/Key System			
. Other (specify)			
		IF NO	

Go to 11

Which makes and types of hardware are you supplying!

*	Make/Model	Purchased	Rented	Leased	Total Delivered To Date
1					
2					
3					
4					
5					
6					
7					
8					

Which of the above are used as delivery vehicles or Turnkey Systems? (Tick appropriate number on chart below)

*	(✓) Delivery Vehicle	(✓) Turnkey Sys.	Application Areas	Price Range
1				
2				
3				
4				
5				
6				
7				
8				

5. What is geographic area of sales operation for these systems

Local (up to 20 miles rad.)

21 - 40

41 - 60

Over 60

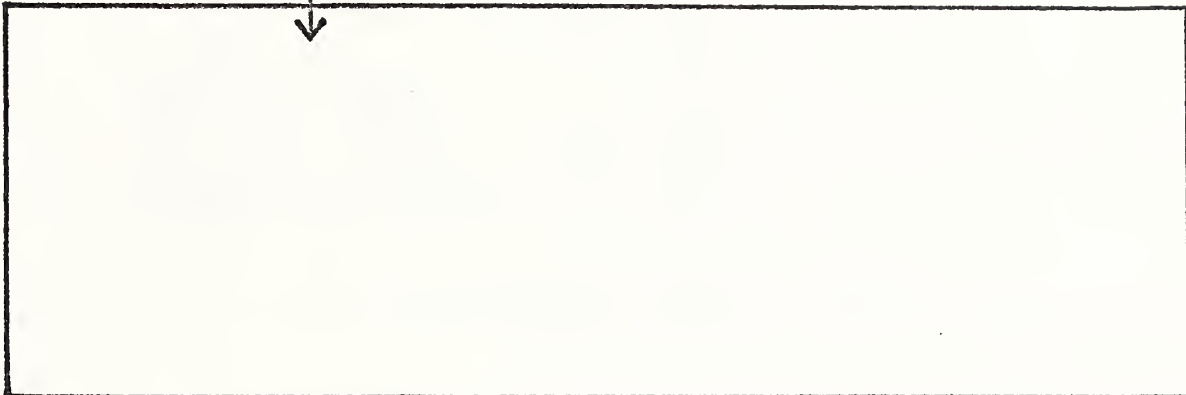
6. What reasons would you advance for having started the marketing of these systems?

7. How is the marketing operation staffed....

SALES	
MAINT/SERV	
TECH SUPPORT	
OTHER	
TOTAL	

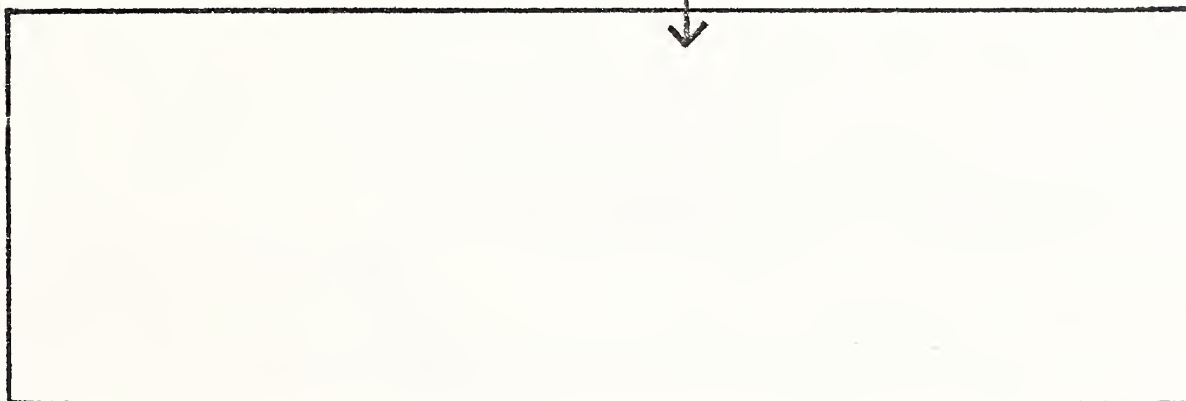
Comments :

8. What are your views on the way the small business system market is developing and is likely to develop?



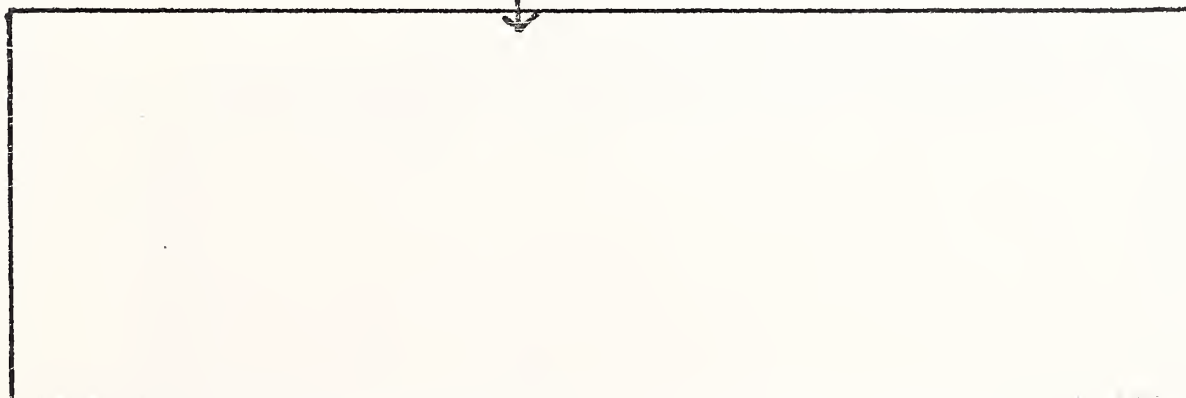
A large, empty rectangular box with a black border, intended for the respondent to write their answer to question 8. An arrow points from the question text down to the top center of this box.

9. How do you see the micro-computer products affecting the business systems market?



A large, empty rectangular box with a black border, intended for the respondent to write their answer to question 9. An arrow points from the question text down to the top center of this box.

10. What do you hope to achieve over the next few years with your products?



A large, empty rectangular box with a black border, intended for the respondent to write their answer to question 10. An arrow points from the question text down to the top center of this box.

11. Have you considered this course of action?

<input type="checkbox"/> Y	<input type="checkbox"/> N
----------------------------	----------------------------

Go to 17

12. Did you decide against?

<input type="checkbox"/> Y	<input type="checkbox"/> N
----------------------------	----------------------------

Go to 14

13. Why?

<div>Now go to Question 18</div>

14. Do you plan to offer these products

<input type="checkbox"/> Y	<input type="checkbox"/> N	<input type="checkbox"/> Not sure
----------------------------	----------------------------	-----------------------------------

15. When?

MTH	YEAR

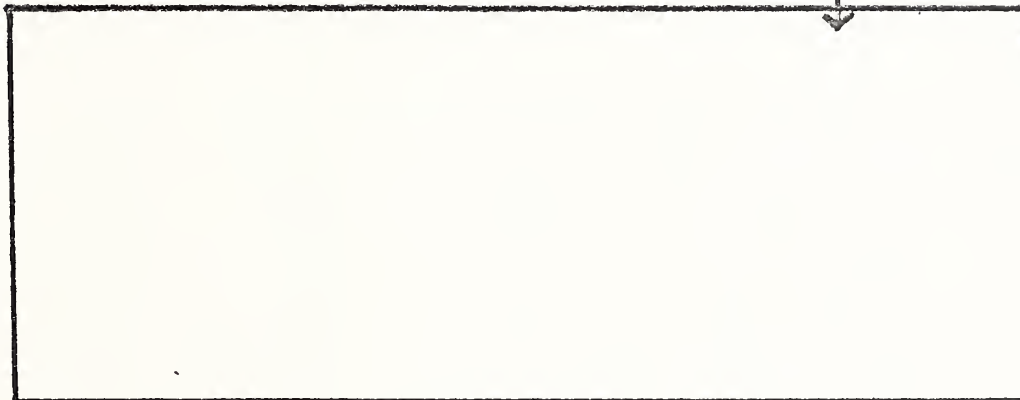
16. What were the major considerations which influenced your decision?

--

17. Will you give serious thought to this matter in the future?

Y			N
---	--	--	---

18. What are your views on the way the small business system market is developing and is likely to develop?



19. How do you see the micro-computer products affecting the business systems market?

